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N O R T H

MASSACHUSETTS EXPORTS

1996

MASSACHUSETTS PORT AUTHORITY



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## **MASSACHUSETTS EXPORTS**

**1996**

If you need further information, please contact:  
**Massport**  
**International Marketing Department**  
**World Trade Center, Suite 321**  
**Boston, MA 02210**  
**(617)478-4100**



# **MASSACHUSETTS EXPORTS**

## **1996**

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Prepared by:

**Massachusetts Port Authority  
International Marketing Department**

Through:

Bryan M. Baldwin

Massachusetts Institute for Social & Economic Research



# *Massachusetts Exports*

## *1996*

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## FOREWORD

For the second year in a row Massachusetts manufacturers have posted strong export sales that have surpassed the national export average. Exports from Massachusetts grew by 7.65 percent in 1996 compared to a national average of 6.82 percent. Although not as strong as last year's extraordinary export sales increases of 15.31 percent for the state and 13.78 percent for the nation, this year's numbers still represent strong, stable growth. Indeed, this is the third consecutive year that the state has posted export sales growth of more than seven percent.

As in the past the three dominant export sectors for the state were (1) industrial machinery and computer equipment, (2) electronic and electrical equipment, and (3) instruments and related products.

Taking a look at our top 10 export markets, Asia increased in importance this year. Japan, Korea, Taiwan, and Singapore all advanced in their trade ranking position vis a vis Massachusetts. Singapore replaced Hong Kong as the fourth Asian market among our top 10 export destinations.

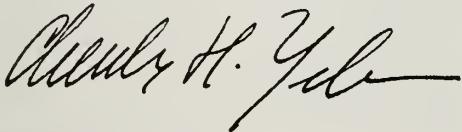
Export sales to Mexico also showed exceptional strength this year advancing by more than 40 percent as that country continues recovering from its economic crisis of two years ago. Among our traditional European trading partners, Belgium and Switzerland were the fastest growing markets for Massachusetts products in 1996. Export sales to these countries rose 43.55 percent and 96.80 percent, respectively.

Missing from the report are numbers pertaining to Massachusetts export of services. Unfortunately, this important component of the Commonwealth's economy is not tracked at a state level. Considering the strength of the Massachusetts service sector in engineering, finance, law, medicine and education, this data, if available, would certainly present an even healthier picture of the state's export performance.

At the end of this book figures are also shown for exports and imports through the Boston Customs District. (Boston's district includes ports and airports in Connecticut as well as Massachusetts, but the bulk of trade is from Logan International Airport and the Port of Boston.) Reflecting the high technology nature of the region's economy, more than 85 percent of the state's exports through the custom district move by air rather than sea.

We hope this collection of data will help you target new areas of export opportunity. Massport's airport and seaport are your transportation links to the world and its markets. Our International Marketing Department stands ready to put its staff to work in Boston and seven overseas representative locations (UK, Germany, Mexico, Singapore, China, Israel, and Brazil) to help you find and qualify new international business partners.

As always, Massport extends its thanks to the Massachusetts Institute for Social and Economic Research (MISER) which assembled this document.



Charles H. Yelen  
Managing Director, International Marketing



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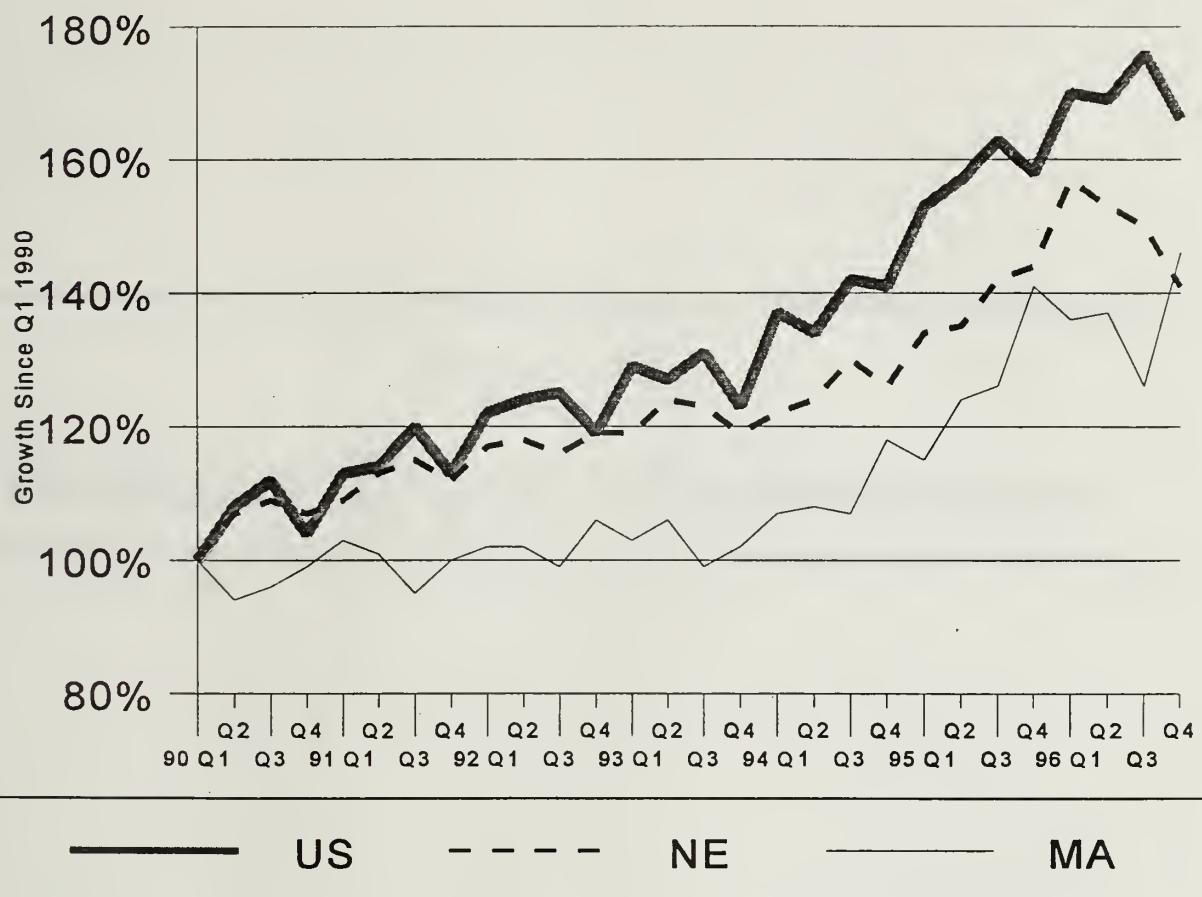
*Part I:*  
*Aggregate Times*  
*Series Statistics*

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## US, New England, MA Export Growth

1990-96



### Percentage Increases

Area	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96
Massachusetts	2.63%	2.22%	0.31%	7.13%	15.31%	7.65%
New England	5.44%	3.57%	3.23%	5.30%	12.37%	8.23%
United States	7.35%	6.07%	3.89%	10.23%	13.78%	6.82%



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*Part II:*

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*Industry Export Performance*

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## Massachusetts Exports: Top Industries By Dollar Value

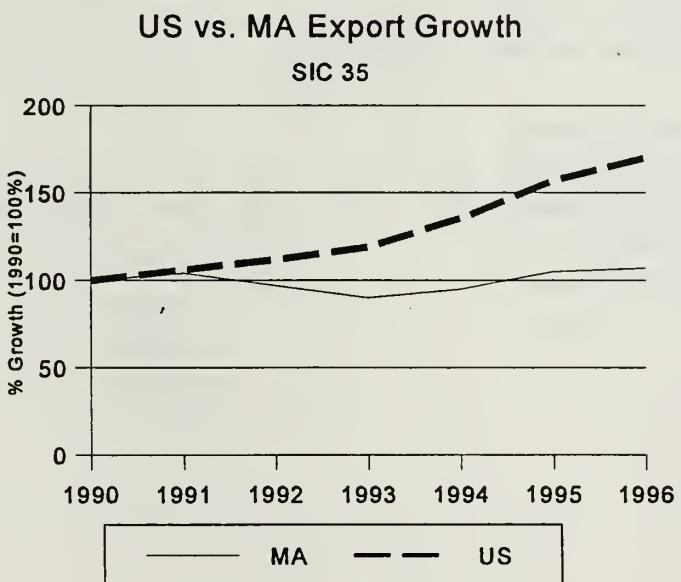
SIC	SIC DESCRIPTION	MA EXPORTS 1996	MA RANK	US EXPORTS 1996	US RANK	MA % of US
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$4,604,673,171	1	\$115,042,017,111	1	4.00%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$3,527,410,944	2	\$96,809,687,195	3	3.64%
38	INSTRUMENTS AND RELATED PRODUCTS	\$2,430,362,801	3	\$35,627,546,843	5	6.82%
37	TRANSPORTATION EQUIPMENT	\$974,650,240	4	\$98,799,770,922	2	0.99%
28	CHEMICALS AND ALLIED PRODUCTS	\$855,864,506	5	\$61,349,963,895	4	1.40%
34	FABRICATED METAL PRODUCTS	\$799,581,466	6	\$17,819,281,047	9	4.49%
30	RUBBER & MISC. PLASTICS PRODUCTS	\$395,681,596	7	\$12,911,914,603	11	3.06%
33	PRIMARY METAL INDUSTRIES	\$338,098,788	8	\$22,793,547,123	8	1.48%
26	PAPER AND ALLIED PRODUCTS	\$327,806,967	9	\$14,875,928,500	10	2.20%
22	TEXTILE MILL PRODUCTS	\$255,408,325	10	\$6,654,230,300	16	3.84%
39	MISC. MANUFACTURING INDUSTRIES	\$248,067,402	11	\$10,651,337,986	12	2.33%
09	FISHING, HUNTING & TRAPPING	\$243,044,946	12	\$2,715,565,925	23	8.95%
20	FOOD AND KINDRED PRODUCTS	\$237,689,959	13	\$28,542,399,415	7	0.83%
27	PRINTING AND PUBLISHING	\$181,414,652	14	\$4,818,629,328	19	3.76%
91	SCRAP & WASTE	\$164,435,965	15	\$4,684,114,513	20	3.51%
99	SPECIAL CLASSIFICATIONS, NSPF	\$113,943,474	16	\$2,707,463,726	24	4.21%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$101,031,305	17	\$8,664,052,077	13	1.17%
31	LEATHER AND LEATHER PRODUCTS	\$100,581,755	18	\$1,967,413,599	27	5.11%
32	STONE, CLAY AND GLASS PRODUCTS	\$95,619,788	19	\$5,411,592,517	17	1.77%
98	CANADIAN, NON-CANADIAN GOODS RETURNED TO CANADA	\$58,929,190	20	\$2,032,190,393	26	2.90%
01	AGRICULTURAL PRODUCTION-CROPS	\$35,116,166	21	\$33,134,237,890	6	0.11%
24	LUMBER AND WOOD PRODUCTS	\$29,200,261	22	\$7,753,537,372	14	0.38%
25	FURNITURE AND FIXTURES	\$25,840,800	23	\$3,416,966,706	22	0.76%
92	USED OR SECOND-HAND MERCHANDISE	\$25,364,888	24	\$2,285,767,752	25	1.11%
02	AGRICULTURAL PRODUCTION- LIVESTOCK	\$19,520,441	25	\$997,740,350	31	1.96%
29	PETROLEUM AND COAL PRODUCTS	\$16,893,605	26	\$7,364,566,344	15	0.23%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$6,714,747	27	\$1,322,367,349	28	0.51%
08	FORESTRY	\$3,598,922	28	\$292,037,155	32	1.23%
10	METAL MINING	\$601,902	29	\$1,168,719,283	30	0.05%
13	OIL AND GAS EXTRACTION	\$375,102	30	\$1,214,307,817	29	0.03%
21	TOBACCO MANUFACTURES	\$180,048	31	\$5,301,273,482	18	0.00%



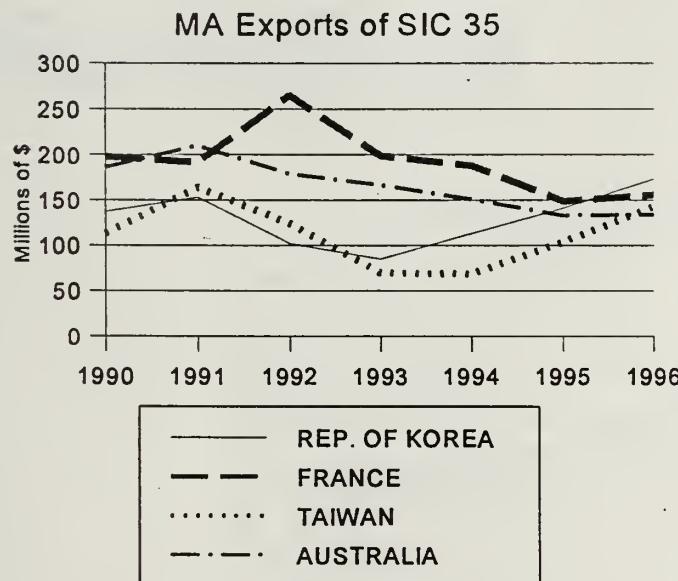
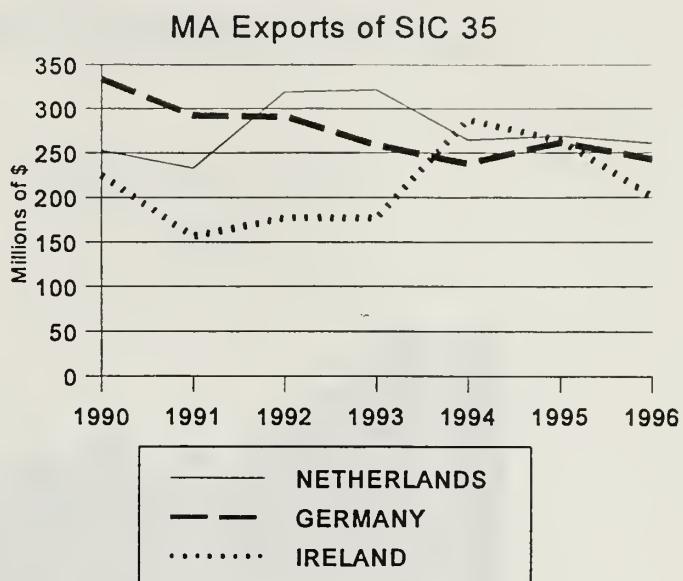
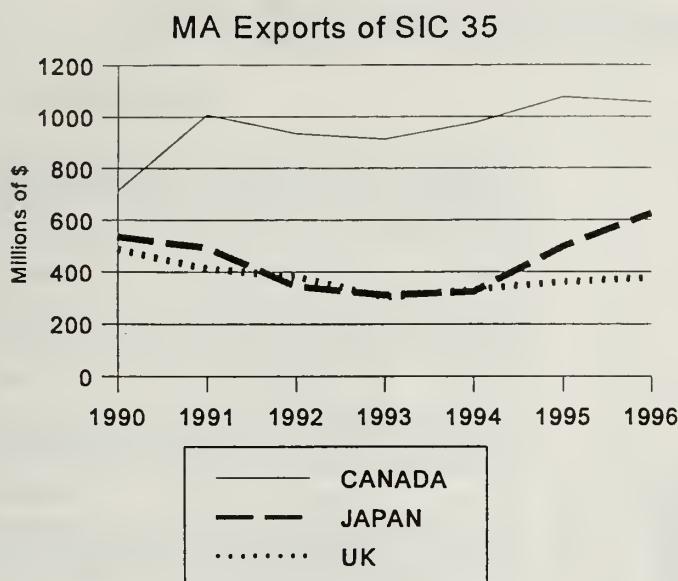
## SIC 35: Industrial Machinery, Computer Equipment

### Top 10 Markets:

Destination	1996 Exports	% Growth 1995-96
Canada	\$1,057,430,221	-1.8%
Japan	\$625,652,803	25.3%
UK	\$377,775,808	4.4%
Netherlands	\$260,874,013	-2.9%
Germany	\$242,677,676	-7.4%
Ireland	\$201,253,773	-23.7%
Rep.Of Korea	\$173,378,888	22.5%
France	\$155,751,731	4.3%
Taiwan	\$142,964,203	37.3%
Australia	\$134,203,526	0.3%







Massachusetts exports of industrial machinery and computer equipment have remained fairly steady over the measured period. Despite a dip to \$3.9 billion in 1993, exports have risen gradually since then to over \$4.6 billion in 1996.

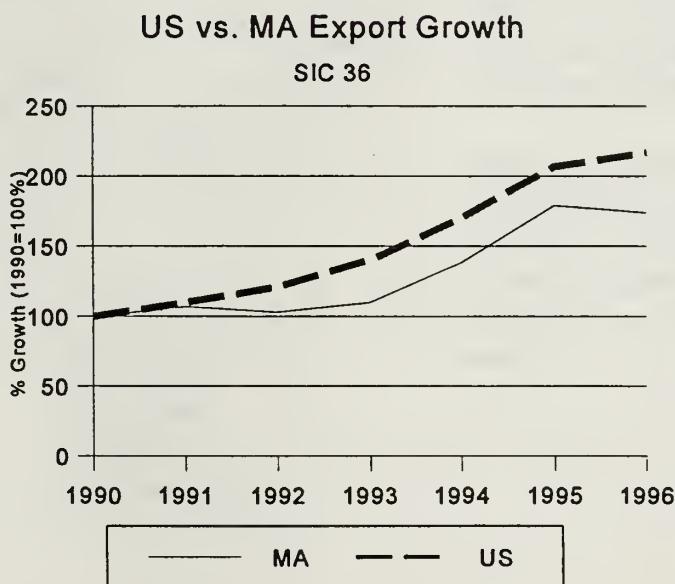
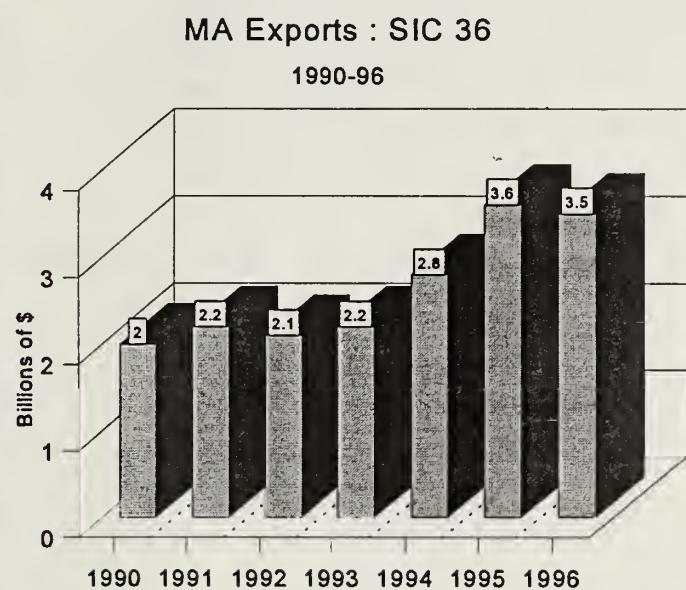
Exports to the Far Eastern nations of Japan, the Republic of Korea, and Taiwan showed the highest levels of growth. While falling slightly, export levels to Canada continued to be the highest of any country.



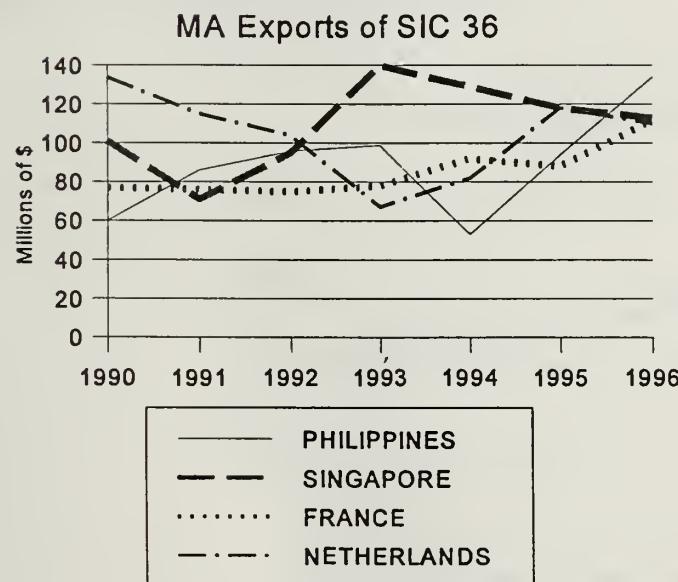
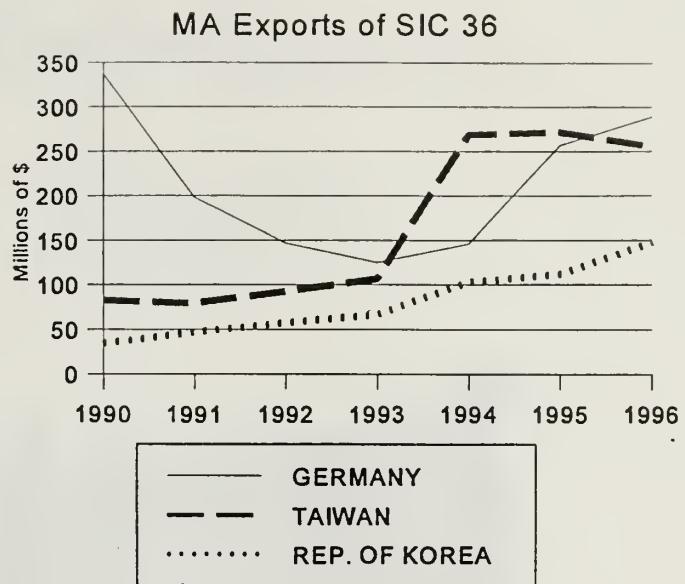
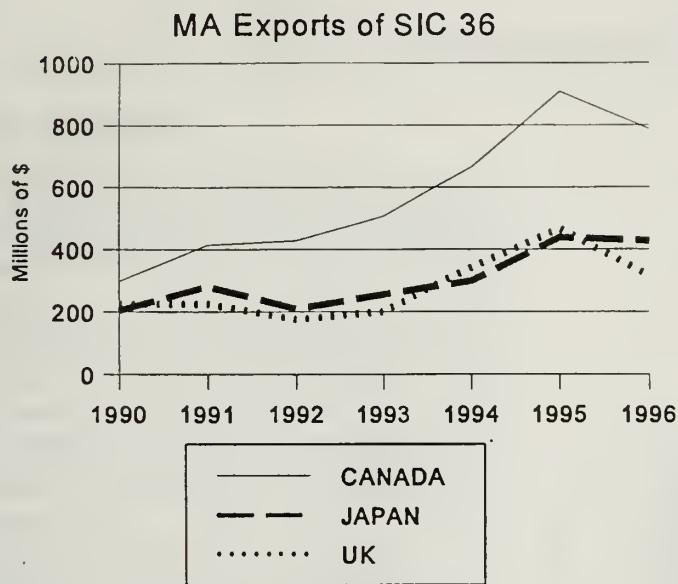
## SIC 36: Electronic, Electric Equipment, Excluding Computer

### Top 10 Markets:

Destination	1996 Exports	% Growth 1995-96
Canada	\$787,686,157	-13.4%
Japan	\$427,694,272	-2.7%
UK	\$315,606,053	-32.7%
Germany	\$289,263,291	12.4%
Taiwan	\$255,518,860	-6.1%
Rep. Of Korea	\$147,588,181	31.0%
Philippines	\$133,792,316	58.8%
Singapore	\$112,981,378	-4.3%
France	\$112,573,509	27.7%
Netherlands	\$110,910,611	-6.7%







Exports of SIC 36 declined slightly in 1996 to \$3.5 billion, much of which can be attributed to shortfalls in the Canadian and English markets.

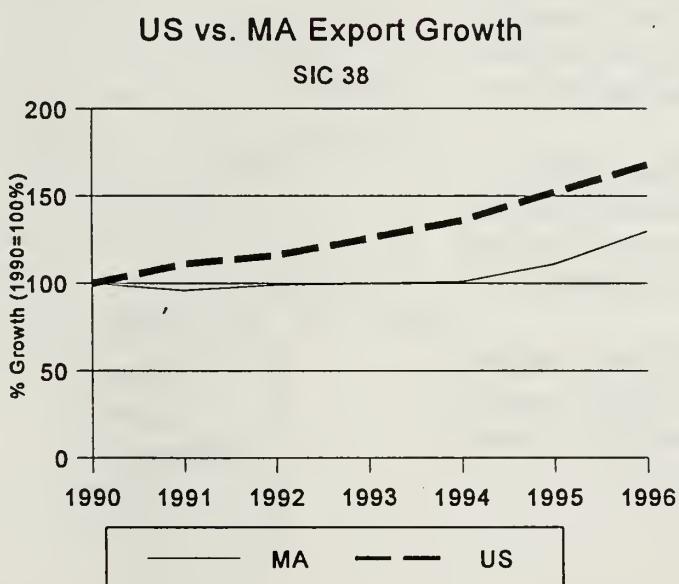
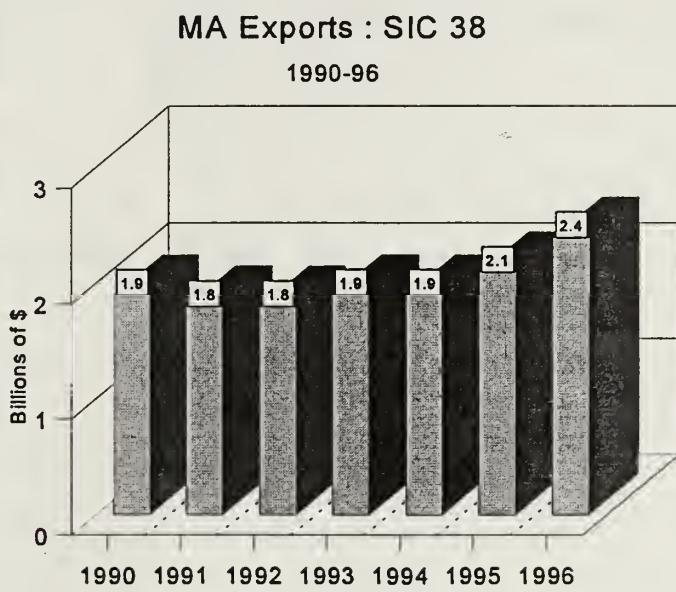
Exports to Germany have rebounded significantly since a period low in 1993. In 1996, Germany overtook Taiwan as the fourth largest destination country for electronics and electronic equipment exports.



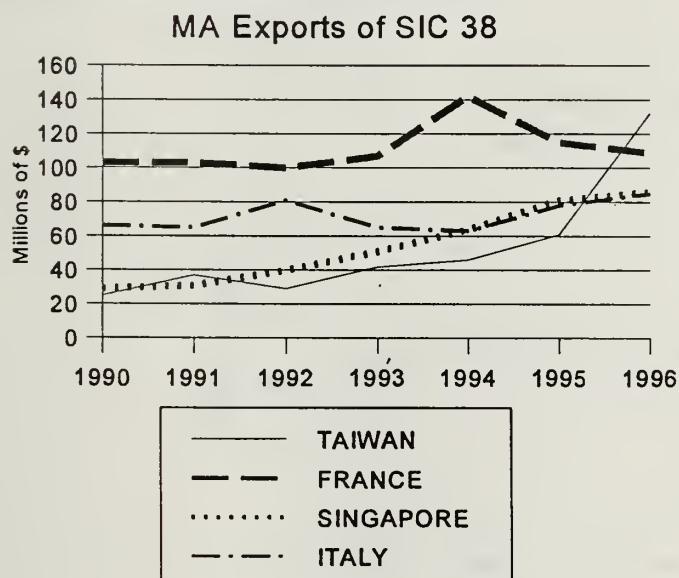
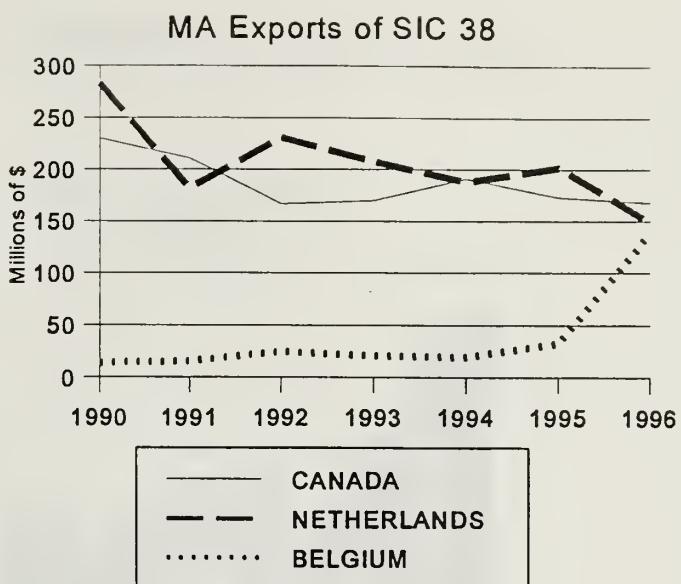
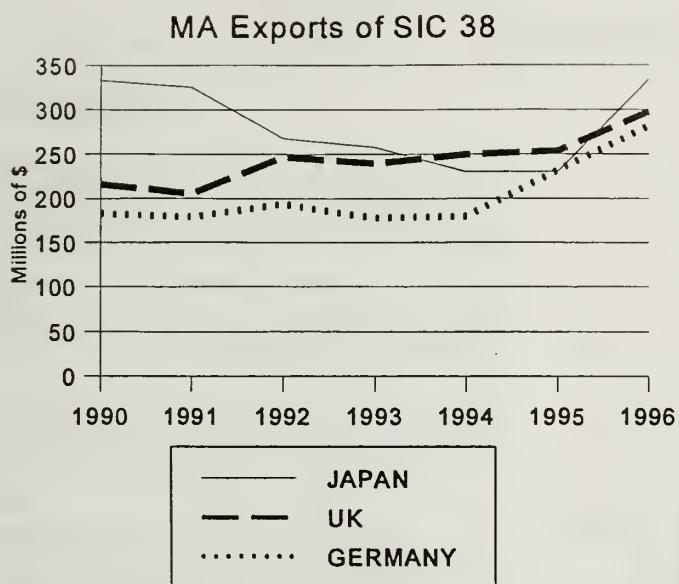
## SIC 38: Instruments and Related Products

### Top 10 Markets:

Destination	1996 Exports	% Growth 1995-96
Japan	\$334,040,952	45.2%
UK	\$298,953,126	17.3%
Germany	\$282,582,893	21.7%
Canada	\$168,929,003	-2.8%
Netherlands	\$149,113,262	-26.4%
Belgium	\$139,416,533	312.1%
Taiwan	\$132,337,757	114.3%
France	\$109,453,960	-4.4%
Singapore	\$85,655,539	5.5%
Italy	\$85,193,402	9.7%







1996 was an excellent year for exports of instruments and related products, in which total shipments increased to seven of the top ten markets.

The top three markets, Japan, the UK, and Germany, have all remained very steady over the measured period, and all have seen increases over the last two years.

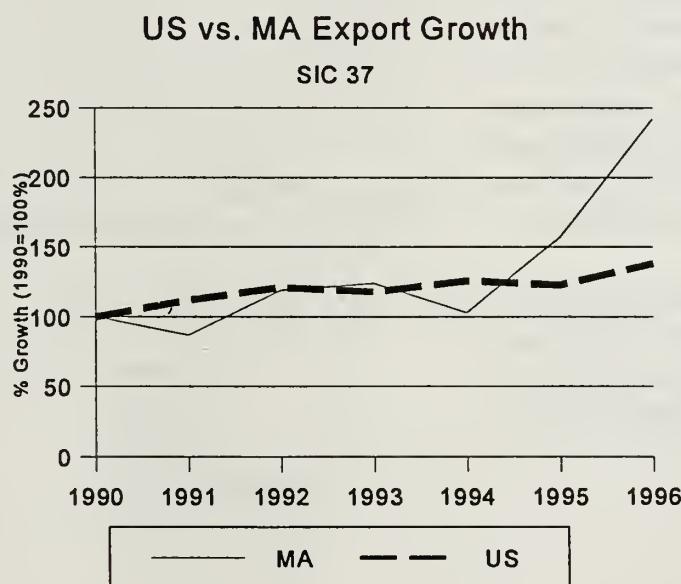
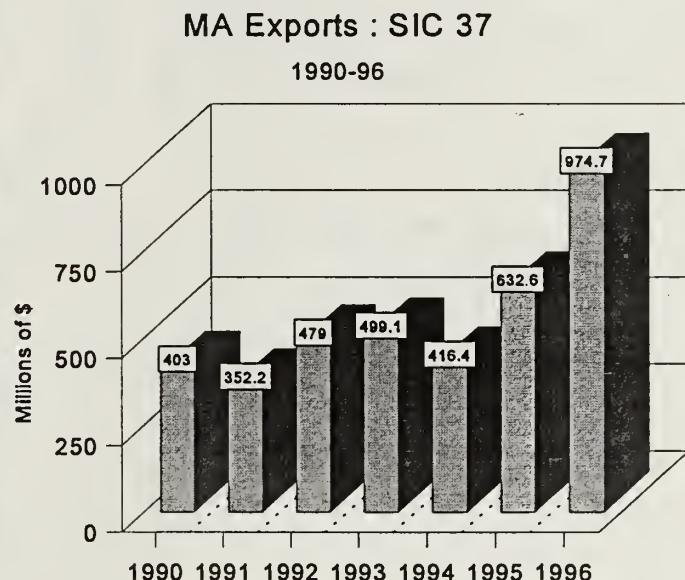
Belgium and Taiwan grew the fastest between 1995 and 1996, with growth rates of 312% and 114%, respectively.



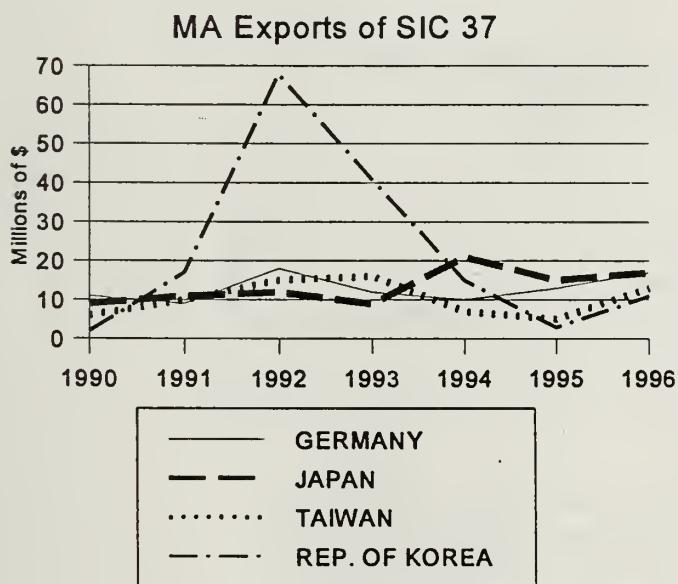
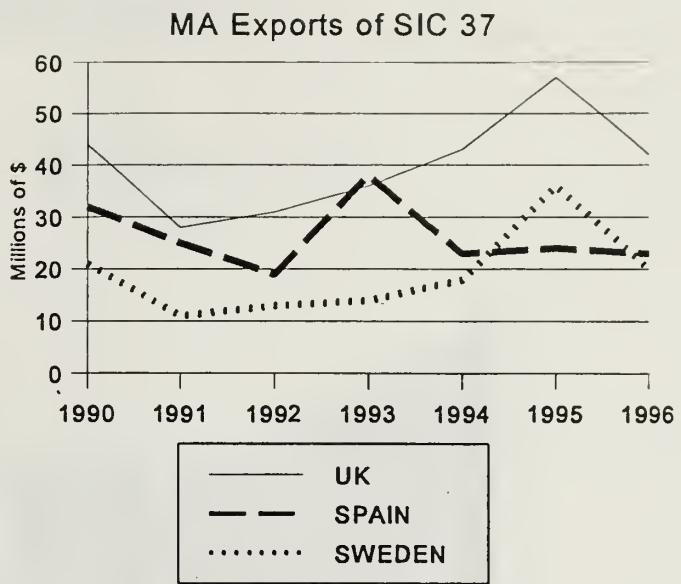
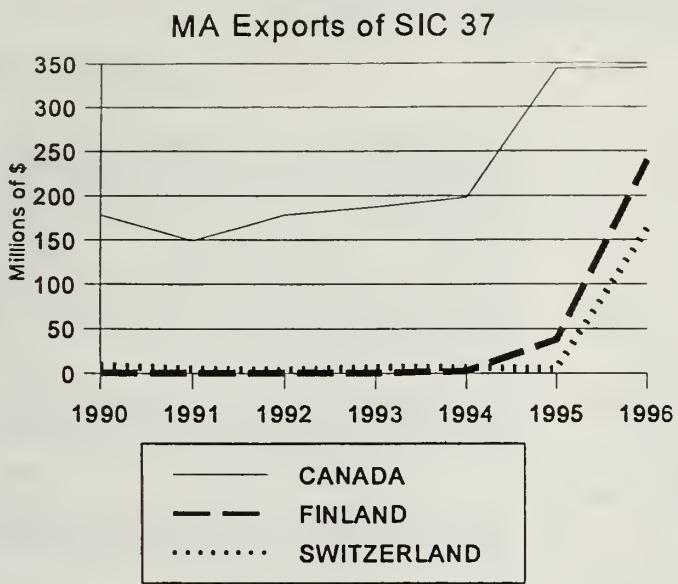
## SIC 37: Transportation Equipment

### Top 10 Markets:

Destination	1996 Exports	% Growth 1995-96
Canada	\$345,342,086	0.3%
Finland	\$240,666,941	529.6%
Switzerland	\$163,339,624	2832.7%
UK	\$42,592,157	-25.4%
Spain	\$23,064,756	-7.0%
Sweden	\$19,987,338	-43.9%
Germany	\$17,534,349	27.3%
Japan	\$17,325,026	14.4%
Taiwan	\$13,165,174	153.2%
Rep. Of Korea	\$11,385,060	263.0%







1996 was a banner year for Massachusetts exports of transportation equipment, as total shipments more than doubled in value since 1994. Nearly all of this phenomenal increase, however, can be attributed to two markets - Finland (530% over 1995) and Switzerland (2833%).

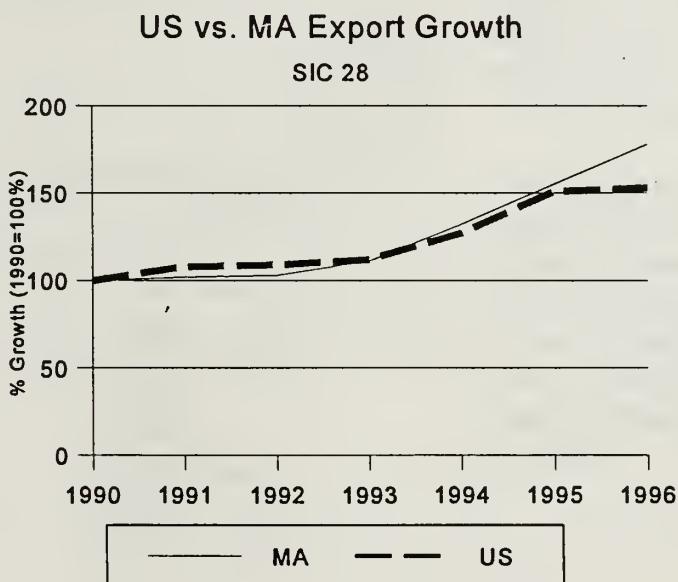
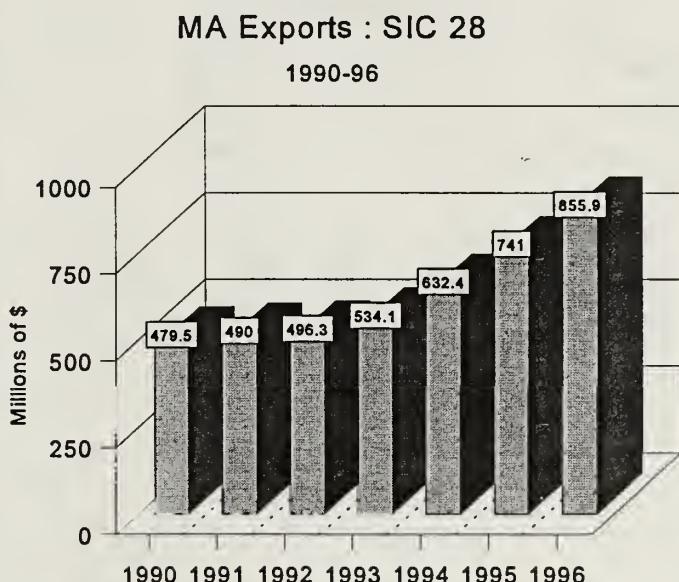
Other historically large markets, such as Spain and Canada, remained very steady, while others, such as the UK and Sweden, declined significantly.



## SIC 28: Chemicals & Allied Products

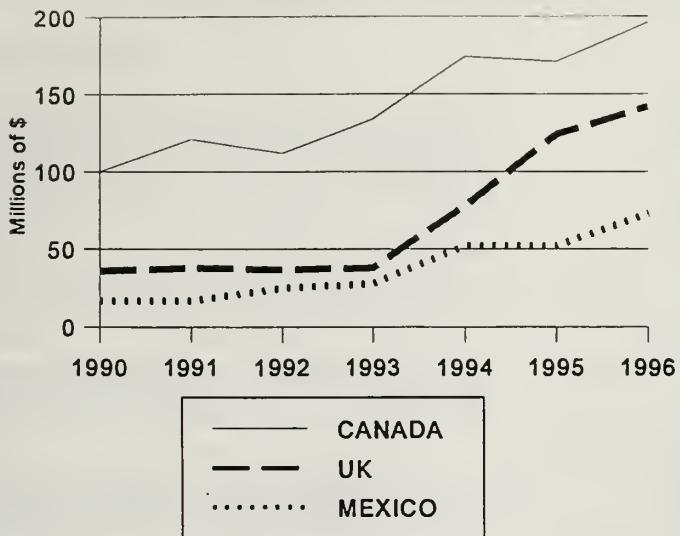
### Top 10 Markets:

Destination	1996 Exports	% Growth 1995-96
Canada	\$195,956,114	14.2%
UK	\$142,799,532	15.1%
Mexico	\$73,131,705	41.3%
Germany	\$63,079,679	-0.5%
Japan	\$49,528,169	39.7%
Belgium	\$35,587,948	9.7%
France	\$30,643,632	-11.7%
Brazil	\$29,313,608	54.1%
Hong Kong	\$17,888,073	-0.2%
Israel	\$17,158,460	41.7%

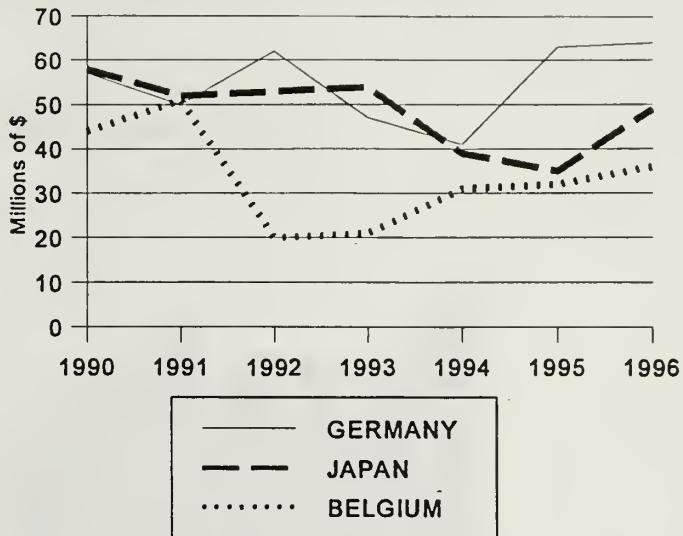




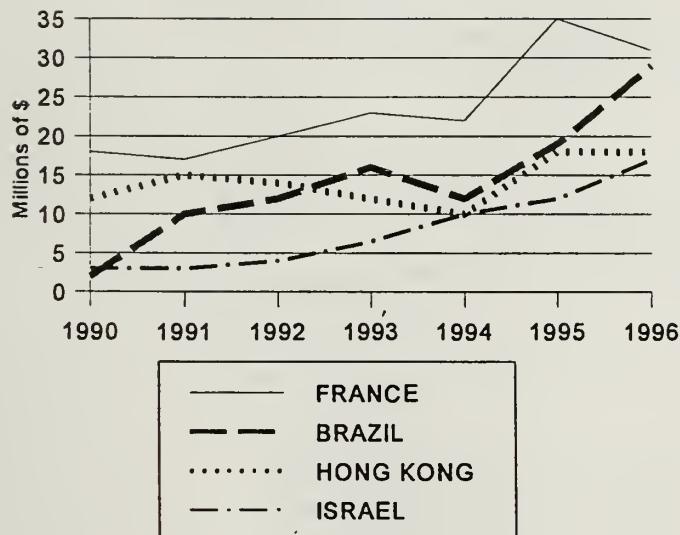
**MA Exports of SIC 28**



**MA Exports of SIC 28**



**MA Exports of SIC 28**



Chemicals and Allied Products has proven to be one of the state's most steadily growing export industries, as total shipments have increased every year over the measured period.

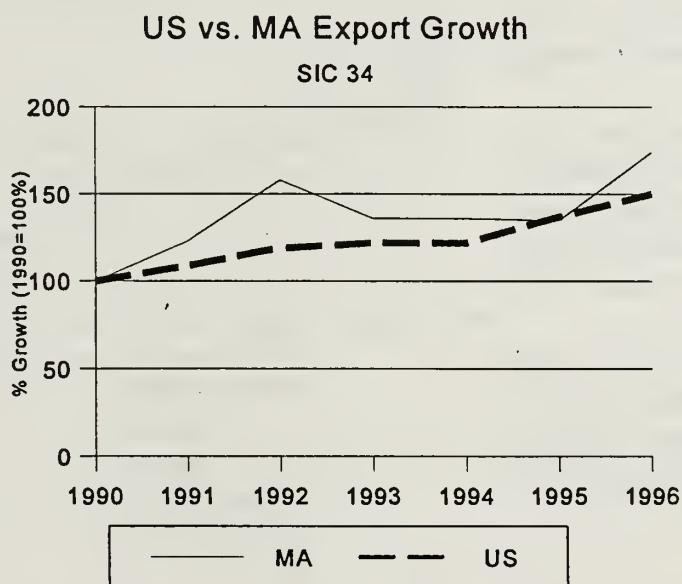
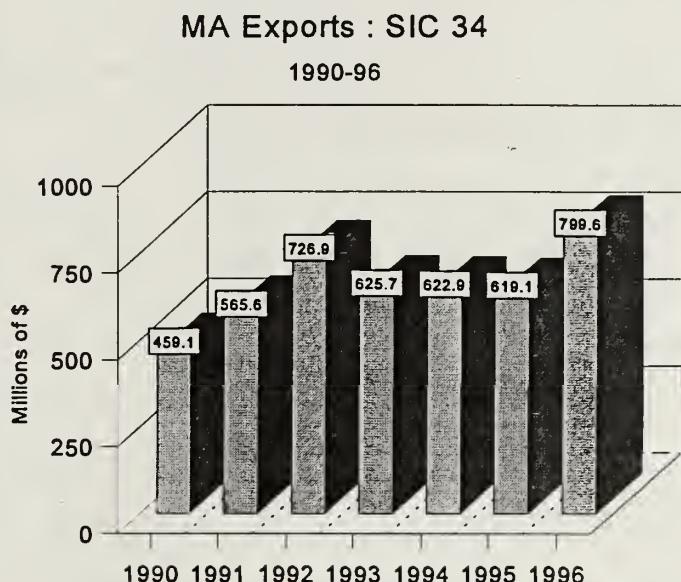
Seven of the top ten destinations have all posted strong rates of growth, led (in terms of volume) by Canada (14.3%), the UK (15.1%) and Mexico (41.3%). Also of note, Brazil has emerged as a rapidly growing market, as exports to that country surged between 1995 and 1996 by 54%.



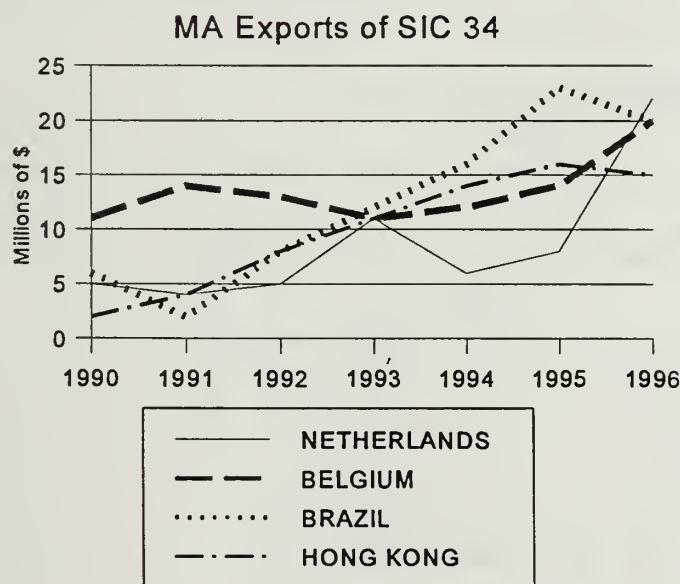
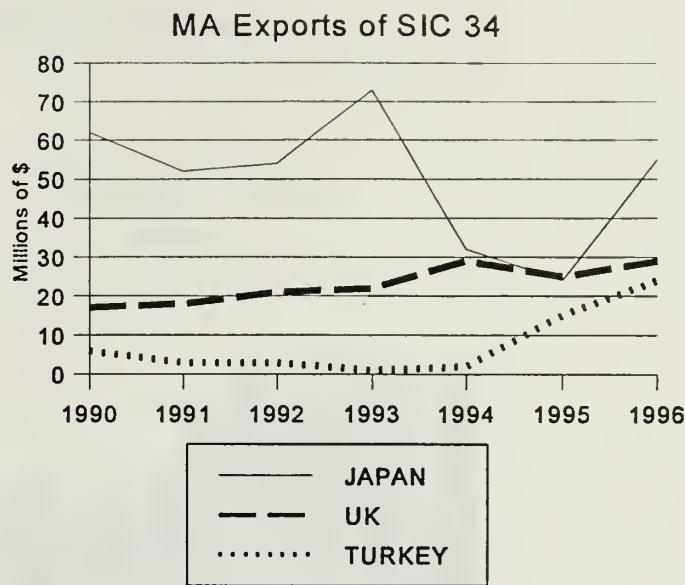
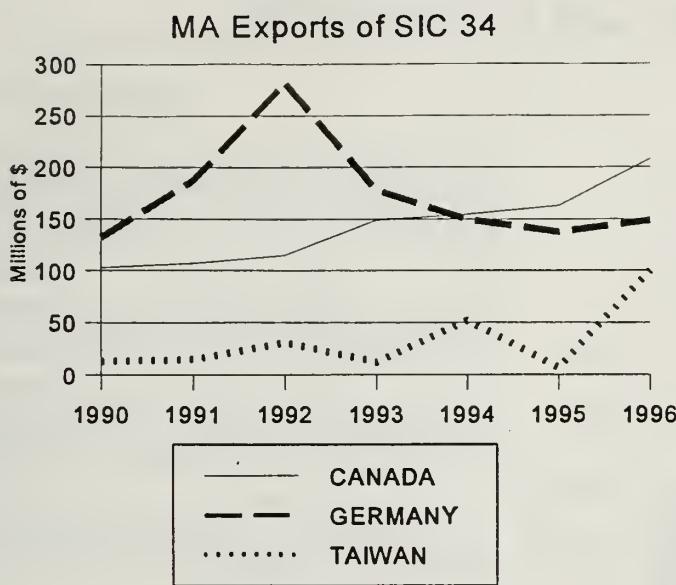
## SIC 34: Fabricated Metal Products

### Top 10 Markets:

Destination	1996 Exports	% Growth 1995-96
Canada	\$208,214,656	27.5%
Germany	\$146,936,926	5.9%
Taiwan	\$100,172,219	1162.7%
Japan	\$55,261,955	125.3%
UK	\$29,415,614	17.3%
Turkey	\$24,410,374	62.4%
Netherlands	\$22,535,468	193.6%
Belgium	\$20,134,230	40.1%
Brazil	\$19,742,340	-14.8%
Hong Kong	\$15,004,417	-4.7%







Massachusetts exports of fabricated metal products neared the \$800 million mark in 1996, an increase of \$180 million over 1995. The top eight export destinations all posted strong rates of growth.

After replacing Germany as the top destination in 1994, the Canadian marketplace for Massachusetts fabricated metal products continues to grow rapidly (28% between 1995 and 1996).

Also of note, Taiwan (1163%), Japan (125%) and the Netherlands (194%) all showed rapid growth as export destinations between 1995 and 1996.



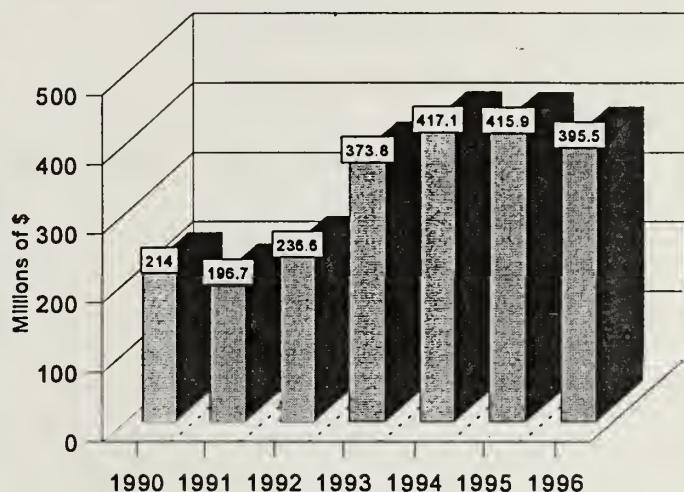
## SIC 30: Rubber & Misc. Plastics Products

### Top 10 Markets:

Destination	1996 Exports	% Growth 1995-96
Canada	\$105,225,958	-1.3%
UK	\$49,788,032	-4.1%
Netherlands	\$44,156,174	-35.1%
Belgium	\$32,625,103	85.4%
Germany	\$21,730,659	-26.4%
Japan	\$15,472,302	-11.7%
Mexico	\$12,996,404	8.8%
Dom. Rep.	\$10,763,886	683.0%
Hong Kong	\$9,496,667	-35.9%
France	\$9,172,656	-22.5%

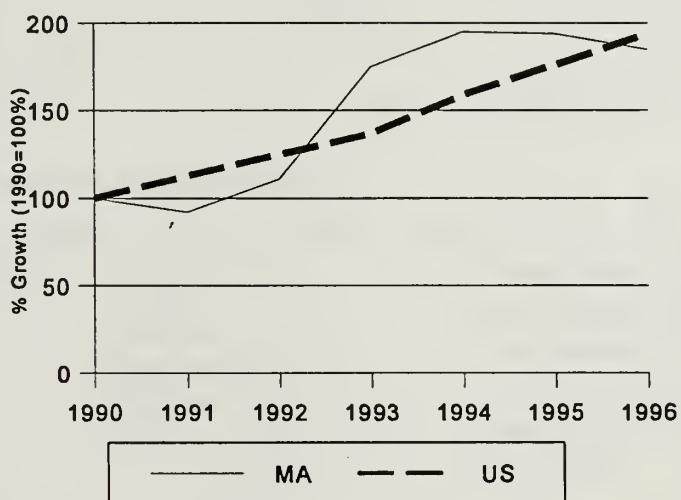
MA Exports : SIC 30

1990-96

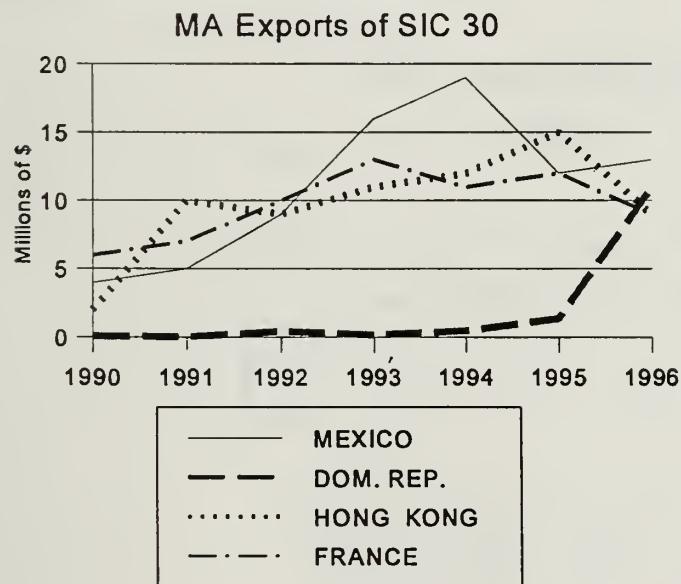
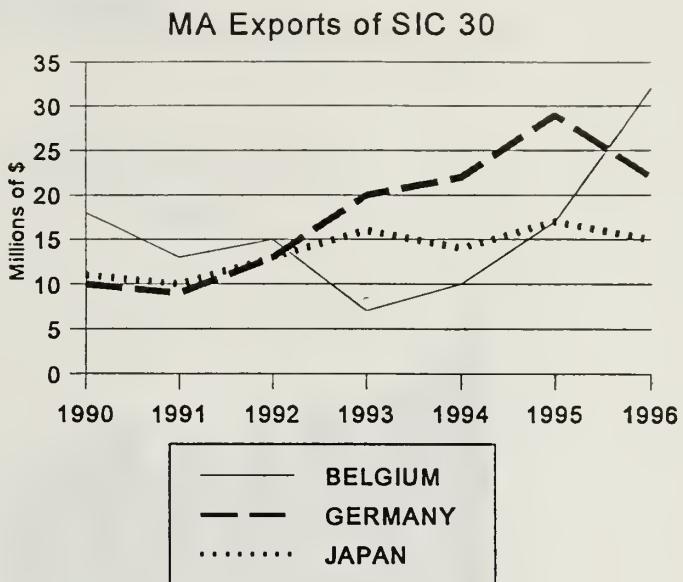
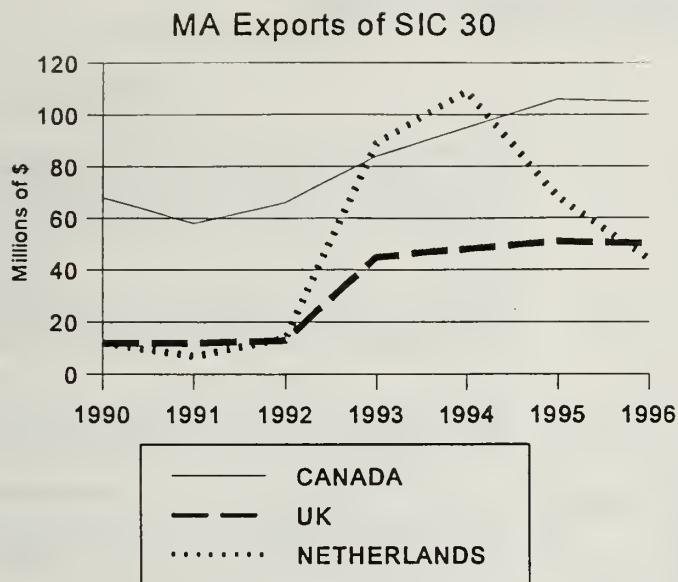


US vs. MA Export Growth

SIC 30







After outpacing US export growth since 1993, Massachusetts' overall export growth of Rubber and Miscellaneous Plastics Products slowed slightly in 1996. Since 1994, total shipments have gradually declined and amounted to \$396 million in 1996.

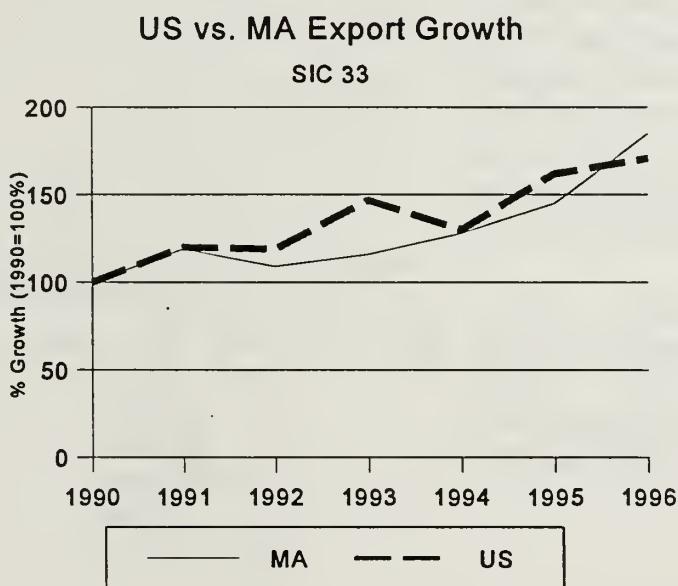
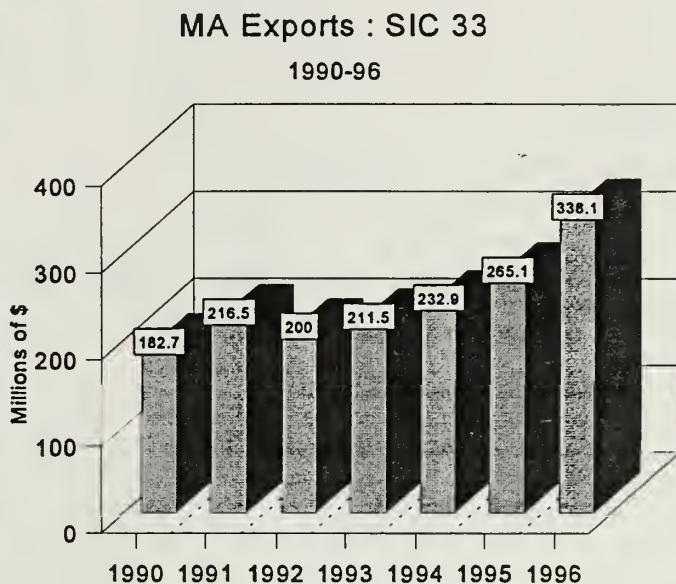
Much of this phenomenon can be attributed to a drop-off in exports to the Netherlands. At the same time, however, other major markets have grown steadily over the measured period, and new surges in shipments to the Dominican Republic and Belgium have helped to offset some of the loss.



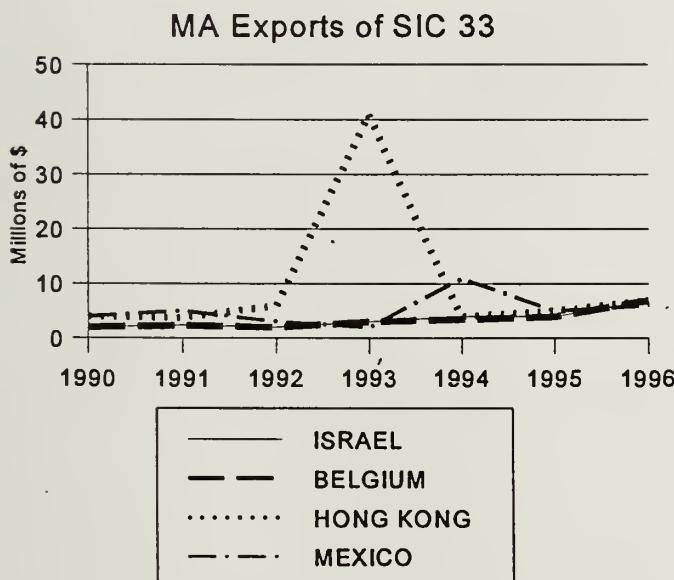
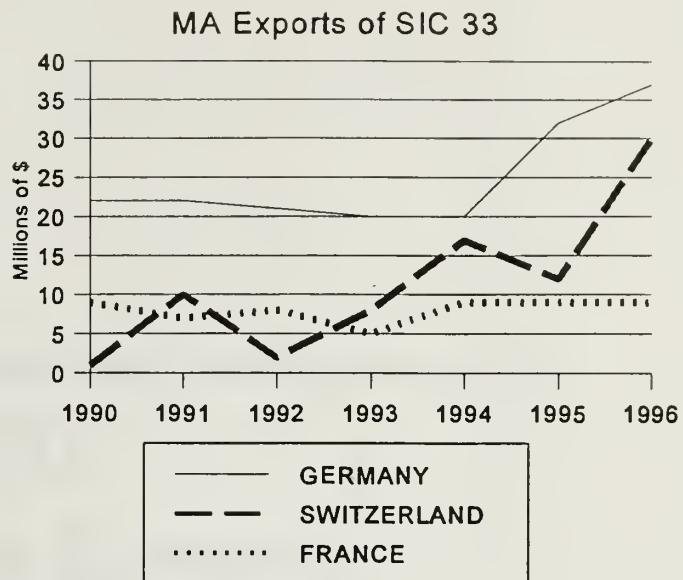
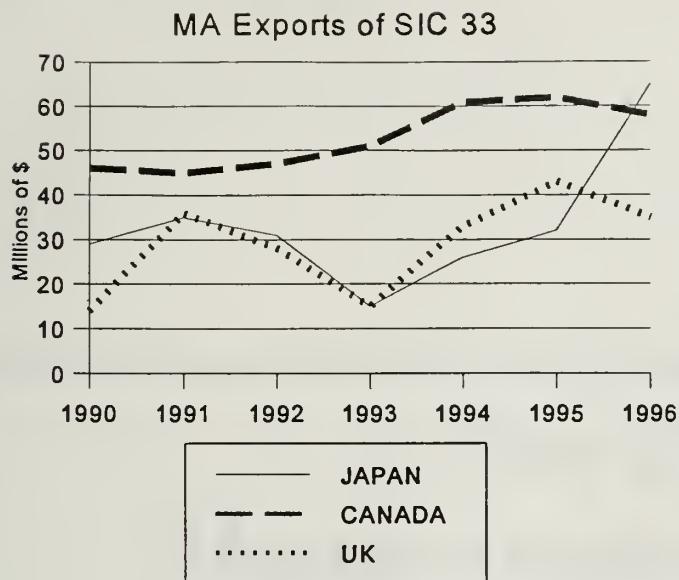
## SIC 33: Primary Metal Industries

### Top 10 Markets:

Destination	1996 Exports	% Growth 1995-96
Japan	\$65,073,166	99.4%
Canada	\$58,637,465	-6.6%
UK	\$38,548,577	-12.2%
Germany	\$37,575,260	14.5%
Switzerland	\$30,054,600	149.1%
France	\$9,109,901	5.4%
Israel	\$7,926,634	700.8%
Belgium	\$7,563,773	74.7%
Hong Kong	\$6,670,159	25.4%
Mexico	\$6,136,932	28.6%







Primary Metals continues to be one of the state's fastest growing traditional export industries. Since 1992, exports of SIC 33 have risen every year to over \$338 million in 1996. In addition, state export growth exceeded US levels for the first time in the measured period.

In 1996, Japan overtook Canada as the top export destination due to a 100% surge. Also of note, exports to Switzerland skyrocketed 149% between 1995 and 1996.



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*Part III:*  
*Massachusetts Exports*  
*by Country & Top Markets*

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## Massachusetts Exports By Country

Rank	Destination	Exports 1995	Exports 1996	% Change 95-96
1	CANADA	\$3,794,773,894	\$3,742,481,876	-1.38%
2	JAPAN	\$1,470,450,989	\$1,750,402,382	19.04%
3	UNITED KINGDOM	\$1,545,767,565	\$1,442,909,232	-6.65%
4	GERMANY	\$1,131,157,434	\$1,195,226,426	5.66%
5	NETHERLANDS	\$773,882,060	\$696,124,713	-10.05%
6	CHINA (TAIWAN)	\$498,939,351	\$690,811,527	38.46%
7	KOREA, REPUBLIC OF	\$449,577,988	\$553,296,341	23.07%
8	FRANCE	\$501,729,067	\$524,835,484	4.61%
9	BELGIUM	\$305,718,354	\$438,872,972	43.55%
10	SINGAPORE	\$350,157,730	\$386,082,860	10.26%
11	HONG KONG	\$426,477,754	\$380,871,206	-10.69%
12	MEXICO	\$243,086,385	\$341,666,656	40.55%
13	SWITZERLAND	\$171,250,776	\$337,028,693	96.80%
14	IRELAND	\$393,954,279	\$334,860,234	-15.00%
15	ITALY	\$299,851,437	\$319,452,203	6.54%
16	AUSTRALIA	\$303,577,633	\$294,368,059	-3.03%
17	FINLAND	\$79,526,494	\$289,220,178	263.68%
18	BRAZIL	\$188,933,263	\$216,537,244	14.61%
19	PHILIPPINES	\$109,403,460	\$170,395,097	55.75%
20	CHINA (MAINLAND)	\$156,348,084	\$168,836,588	7.99%
21	ISRAEL	\$135,610,815	\$162,472,586	19.81%
22	SPAIN	\$146,537,537	\$145,839,904	-0.48%
23	MALAYSIA	\$146,113,117	\$144,915,764	-0.82%
24	SWEDEN	\$140,078,394	\$128,309,585	-8.40%
25	THAILAND	\$102,599,061	\$90,965,952	-11.34%
26	TURKEY	\$65,152,294	\$76,512,230	17.44%



Rank	Destination	Exports 1995	Exports 1996	% Change 95-96
27	SAUDI ARABIA	\$59,857,587	\$75,888,737	26.78%
28	REPUBLIC OF SOUTH AFRICA	\$80,371,155	\$72,536,923	-9.75%
29	AUSTRIA	\$92,019,099	\$70,947,561	-22.90%
30	INDONESIA	\$28,478,625	\$67,623,105	137.45%
31	INDIA	\$65,427,193	\$62,998,828	-3.71%
32	ARGENTINA	\$64,433,215	\$59,766,040	-7.24%
33	DENMARK	\$41,665,744	\$49,138,471	17.93%
34	DOMINICAN REPUBLIC	\$18,853,281	\$45,152,509	139.49%
35	CHILE	\$47,224,376	\$41,492,467	-12.14%
36	COLOMBIA	\$32,575,135	\$38,756,948	18.98%
37	POLAND	\$41,478,879	\$38,735,399	-6.61%
38	NORWAY	\$42,059,043	\$36,052,409	-14.28%
39	VENEZUELA	\$33,793,552	\$35,945,253	6.37%
40	NEW ZEALAND	\$34,006,298	\$33,628,963	-1.11%
41	PORTUGAL	\$31,056,235	\$31,446,465	1.26%
42	UNITED ARAB EMIRATES	\$20,602,624	\$30,940,663	50.18%
43	NIUE	\$27,212,404	\$30,518,131	12.15%
44	RUSSIA	\$34,413,643	\$28,350,421	-17.62%
45	KUWAIT	\$14,688,541	\$20,980,385	42.84%
46	CZECH REPUBLIC	\$14,644,184	\$18,178,563	24.14%
47	COSTA RICA	\$14,944,852	\$17,161,073	14.83%
48	LEBANON	\$11,514,089	\$16,809,948	45.99%
49	GREECE	\$16,105,747	\$16,611,860	3.14%
50	ICELAND	\$6,019,210	\$15,968,653	165.29%
51	EGYPT	\$19,800,529	\$15,857,418	-19.91%
52	PERU	\$14,245,117	\$15,012,468	5.39%
53	HONDURAS	\$6,805,779	\$12,567,161	84.65%
54	MALTA AND GOZO	\$12,116,213	\$12,530,616	3.42%



Rank	Destination	Exports 1995	Exports 1996	% Change 95-96
55	SRI LANKA	\$7,190,419	\$10,886,556	51.40%
56	BERMUDA	\$18,188,709	\$10,841,228	-40.40%
57	ECUADOR	\$7,312,679	\$10,069,904	37.70%
58	PANAMA	\$6,255,111	\$9,297,166	48.63%
59	HUNGARY	\$10,034,245	\$8,245,541	-17.83%
60	OMAN	\$7,848,279	\$6,133,204	-21.85%
61	GUATEMALA	\$6,162,508	\$6,128,544	-0.55%
62	LUXEMBOURG	\$12,201,333	\$5,598,399	-54.12%
63	BAHRAIN	\$7,806,847	\$5,241,086	-32.87%
64	JORDAN	\$5,104,063	\$5,145,222	0.81%
65	JAMAICA	\$4,256,695	\$5,116,056	20.19%
66	TRINIDAD AND TOBAGO	\$4,447,112	\$5,089,182	14.44%
67	BAHAMAS	\$5,391,278	\$4,245,090	-21.26%
68	URUGUAY	\$4,855,168	\$4,049,439	-16.60%
69	SLOVENIA	\$4,392,398	\$3,964,725	-9.74%
70	CROATIA	\$2,189,533	\$3,833,252	75.07%
71	QATAR	\$2,202,723	\$3,730,397	69.35%
72	EL SALVADOR	\$5,271,440	\$3,651,755	-30.73%
73	NETHERLANDS ANTILLES	\$5,202,966	\$3,642,772	-29.99%
74	PAKISTAN	\$3,926,607	\$3,475,318	-11.49%
75	ROMANIA	\$2,597,467	\$2,846,220	9.58%
76	CYPRUS	\$1,067,757	\$2,288,888	114.36%
77	MOROCCO	\$1,869,620	\$2,113,230	13.03%
78	PARAGUAY	\$3,070,325	\$1,957,307	-36.25%
79	CAPE VERDE	\$1,408,721	\$1,841,367	30.71%
80	UKRAINE	\$5,188,373	\$1,790,629	-65.49%
81	NIGER	\$1,837,598	\$1,764,204	-3.99%
82	NIGERIA	\$3,408,715	\$1,714,017	-49.72%



Rank	Destination	Exports 1995	Exports 1996	% Change 95-96
83	TOGO	\$33,844	\$1,686,993	4884.61%
84	YUGOSLAVIA(NEW)	\$0	\$1,648,586	
85	BANGLADESH	\$1,131,984	\$1,602,609	41.58%
86	BARBADOS	\$2,470,683	\$1,589,028	-35.68%
87	HAITI	\$4,436,860	\$1,587,782	-64.21%
88	ST. LUCIA	\$3,159,053	\$1,578,549	-50.03%
89	MONTSERRAT	\$293,030	\$1,566,978	434.75%
90	SYRIAN ARAB REPUBLIC	\$1,250,199	\$1,459,657	16.75%
91	ZAMBIA	\$1,221,807	\$1,447,712	18.49%
92	BULGARIA	\$2,569,626	\$1,345,275	-47.65%
93	ALGERIA	\$3,215,351	\$1,251,961	-61.06%
94	LATVIA	\$1,830,938	\$1,233,972	-32.60%
95	TUNISIA	\$1,793,739	\$1,218,801	-32.05%
96	ESTONIA	\$897,182	\$1,183,509	31.91%
97	BOLIVIA	\$347,238	\$1,125,083	224.01%
98	BURKINA	\$68,001	\$1,115,836	1540.91%
99	ANTIGUA	\$270,098	\$1,094,466	305.21%
100	BOTSWANA	\$1,257,918	\$1,046,130	-16.84%
101	VIETNAM	\$2,280,856	\$1,040,265	-54.39%
102	SLOVAK REPUBLIC	\$1,389,652	\$1,033,083	-25.66%
103	ZIMBABWE	\$824,999	\$983,676	19.23%
104	GHANA	\$1,362,653	\$949,275	-30.34%
105	ARUBA	\$1,139,606	\$883,673	-22.46%
106	NICARAGUA	\$269,957	\$820,771	204.04%
107	LITHUANIA	\$846,331	\$629,628	-25.61%
108	UZBEKISTAN	\$730,452	\$612,708	-16.12%
109	MACAO	\$51,618	\$606,231	1074.46%
110	PAPUA NEW GUINEA	\$165,866	\$597,047	259.96%



Rank	<i>Destination</i>	<i>Exports 1995</i>	<i>Exports 1996</i>	<i>% Change 95-96</i>
111	KENYA	\$612,928	\$571,609	-6.74%
112	NAMIBIA	\$244,354	\$571,147	133.74%
113	CONGO	\$2,603,593	\$552,039	-78.80%
114	KAZAKHSTAN	\$173,266	\$518,143	199.04%
115	TANZANIA	\$328,804	\$494,844	50.50%
116	GUADELOUPE	\$357,101	\$490,801	37.44%
117	IVORY COAST	\$469,565	\$489,828	4.32%
118	AFGANISTAN	\$351,747	\$449,053	27.66%
119	GUYANA	\$304,365	\$425,498	39.80%
120	ARMENIA	\$151,022	\$391,618	159.31%
121	CAMBODIA	\$59,944	\$384,020	540.63%
122	BRUNEI	\$854,613	\$380,353	-55.49%
123	ANGOLA	\$1,794,826	\$367,707	-79.51%
124	DJIBOUTI	\$276,483	\$367,676	32.98%
125	SUDAN	\$408,673	\$317,157	-22.39%
126	MACEDONIA	\$358,660	\$304,262	-15.17%
127	BELIZE	\$124,640	\$280,205	124.81%
128	ETHIOPIA (NEW)	\$421,937	\$275,225	-34.77%
129	BENIN	\$393,002	\$274,839	-30.07%
130	MAURITIUS	\$495,085	\$244,355	-50.64%
131	GUINEA	\$194,803	\$242,331	24.40%
132	ANGUILLA	\$247,490	\$230,906	-6.70%
133	LIECHTENSTEIN	\$399,635	\$229,852	-42.48%
134	CAYMAN ISLANDS	\$853,120	\$223,652	-73.78%
135	YEMEN ARAB REPUBLIC	\$120,712	\$221,201	83.25%
136	NEPAL	\$42,641	\$212,867	399.21%
137	KYRGYZSTAN	\$10,863	\$206,736	1803.12%
138	NEW CALEDONIA	\$136,312	\$204,352	49.91%



Rank	Destination	Exports 1995	Exports 1996	% Change 95-96
139	CAMEROON	\$105,328	\$195,213	85.34%
140	AZERBAIJAN	\$0	\$193,879	
141	KIRIBATI	\$2,774	\$178,000	6316.73%
142	FIJI	\$68,628	\$171,492	149.89%
143	BRITISH VIRGIN ISLANDS	\$345,134	\$170,873	-50.49%
144	BELARUS	\$342,887	\$170,623	-50.24%
145	BOSIA-HERCEGOVINA	\$106,616	\$154,619	45.02%
146	SWAZILAND	\$112,438	\$151,952	35.14%
147	LIBERIA	\$415,812	\$149,108	-64.14%
148	ST.CHRISTOPHER-NEVIS	\$569,030	\$142,608	-74.94%
149	GIBRALTAR	\$164,594	\$136,267	-17.21%
150	DOMINICA	\$568,174	\$128,647	-77.36%
151	BURMA	\$263,692	\$127,444	-51.67%
152	MALAWI	\$265,894	\$119,967	-54.88%
153	UGANDA	\$275,184	\$110,582	-59.82%
154	SENEGAL	\$39,521	\$110,018	178.38%
155	TURKS AND CAICOS ISLANDS	\$31,659	\$101,771	221.46%
156	ZAIRE	\$681,694	\$101,614	-85.09%
157	SEYCHELLES	\$56,763	\$97,625	71.99%
158	MADAGASCAR	\$38,506	\$92,723	140.80%
159	FAROE ISLAND	\$0	\$91,433	
160	ST. VINCENT	\$180,606	\$91,159	-49.53%
161	GEORGIA	\$141,502	\$89,182	-36.97%
162	FRENCH POLYNESIA	\$14,106	\$88,880	530.09%
163	GRENADA	\$103,995	\$85,618	-17.67%
164	MARTINIQUE	\$159,237	\$84,309	-47.05%
165	ALBANIA	\$28,652	\$83,030	189.79%
166	SIERRA LEONE	\$95,867	\$75,904	-20.82%



Rank	Destination	Exports 1995	Exports 1996	% Change 95-96
167	ANDORRA	\$47,318	\$74,223	56.86%
168	ST. PIERRE AND MIQUELON	\$5,000	\$65,045	1200.90%
169	SURINAME	\$354,995	\$61,346	-82.72%
170	THE GAMBIA	\$3,304	\$46,240	1299.52%
171	TURKMENISTAN	\$26,863	\$42,616	58.64%
172	MALDIVE ISLANDS	\$20,306	\$41,751	105.61%
173	MONACO	\$140,370	\$24,400	-82.62%
174	BHUTAN	\$0	\$21,440	
175	SOLOMON ISLANDS	\$0	\$20,709	
176	WESTERN SAMOA	\$18,908	\$19,780	4.61%
177	MAURITANIA	\$0	\$13,393	
178	COOK ISLANDS	\$0	\$13,268	
179	MALI	\$41,299	\$13,189	-68.06%
180	FRENCH GUIANA	\$3,299	\$11,635	252.68%
181	SOMALIA	\$48,144	\$10,320	-78.56%
182	LESOTHO	\$0	\$10,069	
183	LAOS	\$28,640	\$9,597	-66.49%
184	MONGOLIA	\$142,928	\$7,131	-95.01%
185	FALKLAND ISLANDS	\$0	\$5,808	
186	SAN MARINO	\$41,081	\$5,747	-86.01%
187	COMOROS	\$0	\$5,637	
188	ERITREA	\$0	\$5,555	
189	VATICAN CITY	\$0	\$4,239	
190	GREENLAND	\$92,522	\$4,153	-95.51%
191	FEDERATED STATES OF MICRONESIA	\$0	\$3,374	
192	RWANDA	\$42,929	\$3,115	-92.74%
193	SVALBARD, JAN MAYEN ISLAND	\$0	\$3,063	

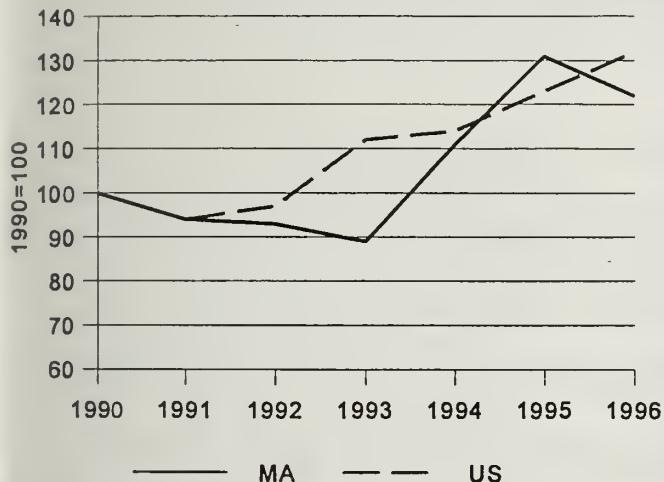


Rank	<i>Destination</i>	<i>Exports 1995</i>	<i>Exports 1996</i>	<i>% Change 95-96</i>
194	PALAU	\$0	\$2,995	
195	GABON	\$22,018	\$2,754	-87.49%
196	CUBA	\$19,038	\$0	-100.00%
197	NORFOLK ISLAND	\$4,172	\$0	-100.00%
198	IRAN	\$2,772,821	\$0	-100.00%
199	TAJIKISTAN	\$5,286	\$0	-100.00%
200	MOLDOVA	\$15,065	\$0	-100.00%
201	MARSHALL ISLANDS	\$11,203	\$0	-100.00%
202	REUNION	\$43,189	\$0	-100.00%
203	MOZAMBIQUE	\$148,033	\$0	-100.00%
204	BURUNDI	\$30,835	\$0	-100.00%
205	CENTRAL AFRICAN REPUBLIC	\$94,517	\$0	-100.00%
206	EQUATORIAL GUINEA	\$5,542	\$0	-100.00%

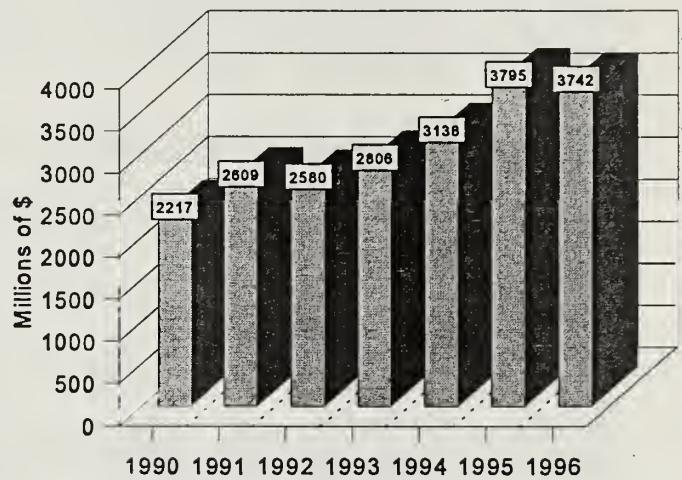


## Top Export Market: CANADA

### US, MA Growth

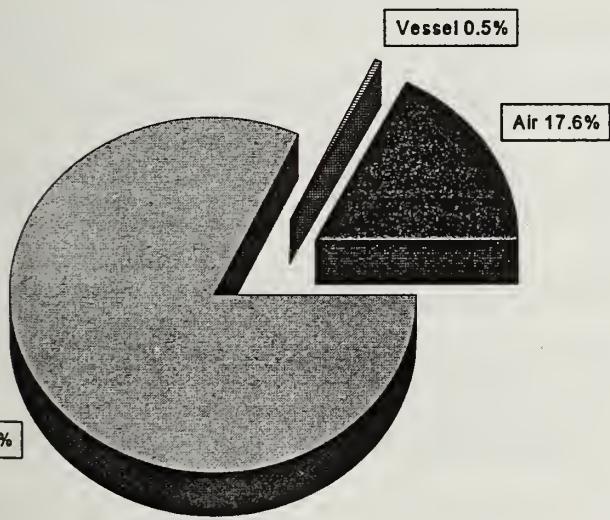


### MA Annual Exports



### Mode of Transportation

By Dollar Value 1996



1996

Total Value (\$)	3,742,480,876
Air Value (\$)	658,868,567
Air Weight (kg)	8,995,028
Vessel Value (\$)	18,370,830
Vessel Weight (kg)	65,904,000
C. Vessel Value (\$)	0
C. Vessel Weight (kg)	0
Other Value (\$)	3,065,241,479



Exports to Canada

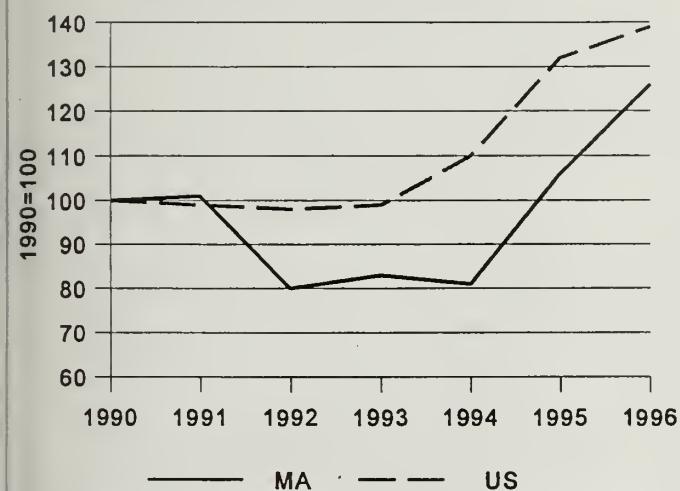
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SIC	Description	Exports 1995	Exports 1996	% Change
	<b>TOTAL ALL INDUSTRIES</b>	<b>\$3,794,773,894</b>	<b>\$3,742,480,876</b>	<b>-1.38%</b>
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$1,076,902,262	\$1,057,430,221	-1.81%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$909,772,517	\$787,686,157	-13.42%
37	TRANSPORTATION EQUIPMENT	\$344,440,045	\$345,342,086	0.26%
34	FABRICATED METAL PRODUCTS	\$163,313,676	\$208,214,656	27.49%
28	CHEMICALS AND ALLIED PRODUCTS	\$171,559,735	\$195,956,114	14.22%
38	INSTRUMENTS AND RELATED PRODUCTS	\$173,857,556	\$168,929,003	-2.83%
26	PAPER AND ALLIED PRODUCTS	\$137,418,428	\$154,565,148	12.48%
22	TEXTILE MILL PRODUCTS	\$81,347,924	\$106,915,100	31.43%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$106,631,964	\$105,225,958	-1.32%
27	PRINTING AND PUBLISHING	\$64,475,568	\$79,163,116	22.78%
39	MISC. MANUFACTURING INDUSTRIES	\$72,400,876	\$68,824,831	-4.94%
9	FISHING, HUNTING, AND TRAPPING	\$63,115,432	\$65,846,847	4.33%
98	CANADIAN, NON-CANADIAN GOODS RETND TO CAN	\$41,500,370	\$58,929,190	42.00%
33	PRIMARY METAL INDUSTRIES	\$62,811,260	\$58,637,465	-6.64%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$62,838,925	\$55,173,644	-12.20%
20	FOOD AND KINDRED PRODUCTS	\$43,404,542	\$46,298,800	6.67%
91	SCRAP AND WASTE	\$76,253,118	\$44,688,842	-41.39%
32	STONE, CLAY, AND GLASS PRODUCTS	\$27,179,310	\$24,845,643	-8.59%
31	LEATHER AND LEATHER PRODUCTS	\$26,030,240	\$24,710,126	-5.07%
1	AGRICULTURAL PRODUCTION-CROPS	\$30,715,650	\$22,811,286	-25.73%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$16,880,634	\$16,608,774	-1.61%
29	PETROLEUM AND COAL PRODUCTS	\$12,544,267	\$14,254,819	13.64%
24	LUMBER AND WOOD PRODUCTS	\$8,098,427	\$11,560,939	42.76%
25	FURNITURE AND FIXTURES	\$13,483,653	\$9,927,706	-26.37%
92	USED OR SECOND-HAND MERCHANDISE	\$4,032,137	\$5,998,349	48.76%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$1,572,258	\$2,196,975	39.73%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$978,529	\$907,047	-7.31%
8	FORESTRY	\$668,146	\$518,679	-22.37%
10	METAL MINING	\$536,980	\$301,180	-43.91%
13	OIL AND GAS EXTRACTION	\$5,464	\$12,175	122.82%
21	TOBACCO MANUFACTURES	\$4,001	\$0	-100.00%

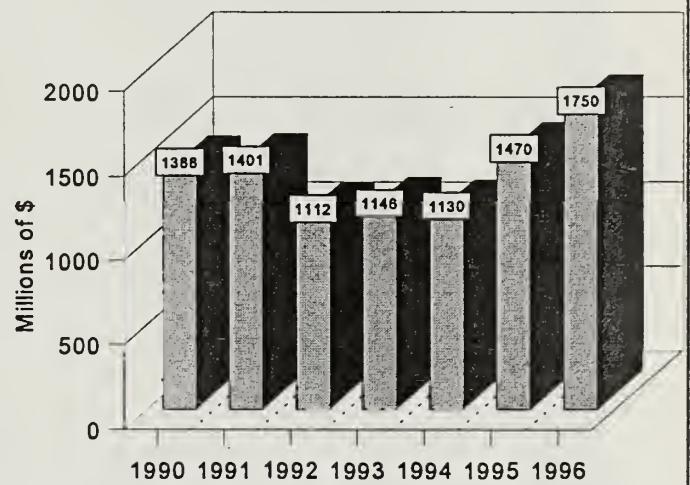


## Top Export Market: JAPAN

### US, MA Growth

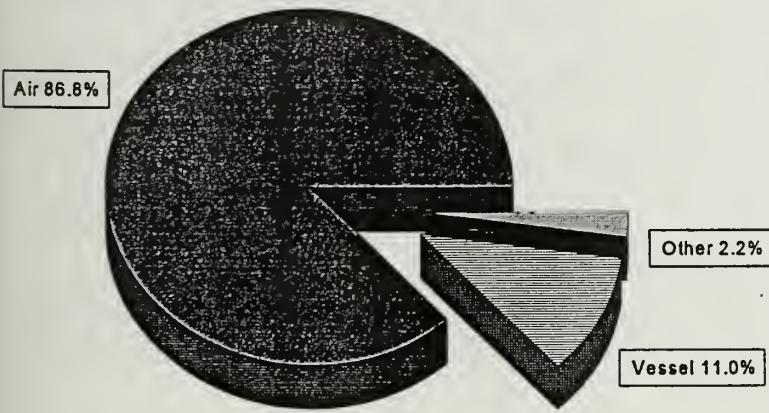


### MA Annual Exports



### Mode of Transportation

By Dollar Value 1996.



1996

Total Value (\$)	1,750,402,382
Air Value (\$)	1,519,718,491
Air Weight (kg)	14,171,566
Vessel Value (\$)	192,222,341
Vessel Weight (kg)	29,473,000
C. Vessel Value (\$)	124,721,118
C. Vessel Weight (kg)	20,337,000
Other Value (\$)	38,461,550



Exports to Japan

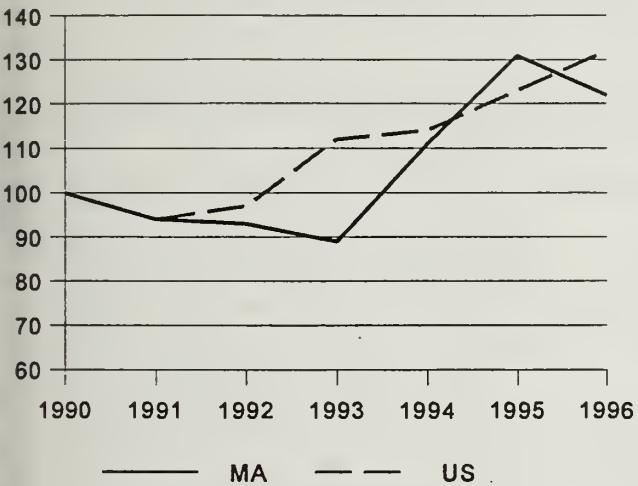
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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$1,470,450,989	\$1,750,402,382	19.04%
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$499,304,481	\$625,652,803	25.30%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$439,603,202	\$427,694,272	-2.71%
38	INSTRUMENTS AND RELATED PRODUCTS	\$230,065,267	\$334,040,952	45.19%
33	PRIMARY METAL INDUSTRIES	\$32,639,508	\$65,073,166	99.37%
34	FABRICATED METAL PRODUCTS	\$24,527,640	\$55,261,955	125.30%
28	CHEMICALS AND ALLIED PRODUCTS	\$35,459,277	\$49,528,169	39.68%
9	FISHING, HUNTING, AND TRAPPING	\$53,047,772	\$47,514,195	-10.43%
39	MISC. MANUFACTURING INDUSTRIES	\$33,143,205	\$29,013,228	-12.46%
37	TRANSPORTATION EQUIPMENT	\$15,141,728	\$17,325,026	14.42%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$14,698,247	\$15,542,537	5.74%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$17,522,533	\$15,472,302	-11.70%
27	PRINTING AND PUBLISHING	\$9,918,783	\$15,032,396	51.55%
22	TEXTILE MILL PRODUCTS	\$17,947,558	\$12,527,642	-30.20%
32	STONE, CLAY, AND GLASS PRODUCTS	\$6,974,962	\$8,531,479	22.32%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$4,799,324	\$7,336,900	52.87%
31	LEATHER AND LEATHER PRODUCTS	\$9,958,605	\$6,300,475	-36.73%
26	PAPER AND ALLIED PRODUCTS	\$8,266,163	\$6,263,733	-24.22%
20	FOOD AND KINDRED PRODUCTS	\$3,740,713	\$5,598,508	49.66%
24	LUMBER AND WOOD PRODUCTS	\$2,529,890	\$2,290,115	-9.48%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$107,063	\$1,416,137	1222.71%
25	FURNITURE AND FIXTURES	\$987,089	\$1,188,482	20.40%
92	USED OR SECOND-HAND MERCHANDISE	\$498,050	\$611,318	22.74%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$328,778	\$372,357	13.25%
91	SCRAP AND WASTE	\$8,629,887	\$283,588	-96.71%
29	PETROLEUM AND COAL PRODUCTS	\$401,366	\$248,444	-38.10%
1	AGRICULTURAL PRODUCTION-CROPS	\$193,323	\$153,864	-20.41%
8	FORESTRY	\$10,575	\$128,339	1113.61%
13	OIL AND GAS EXTRACTION	\$6,000	\$0	-100.00%

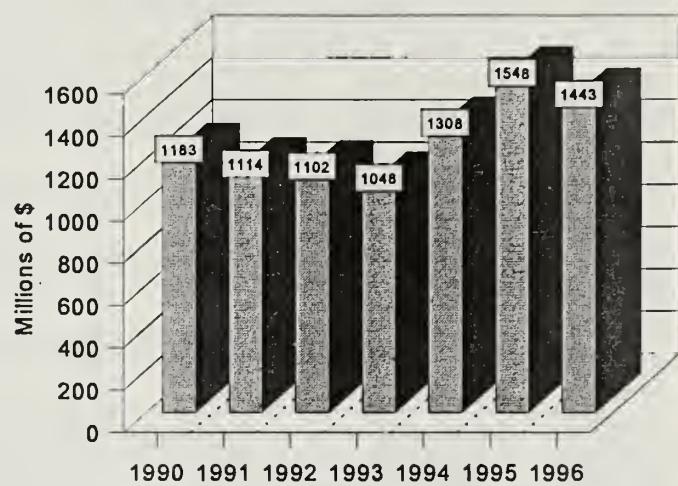


## Top Export Market: UNITED KINGDOM

### US, MA Growth

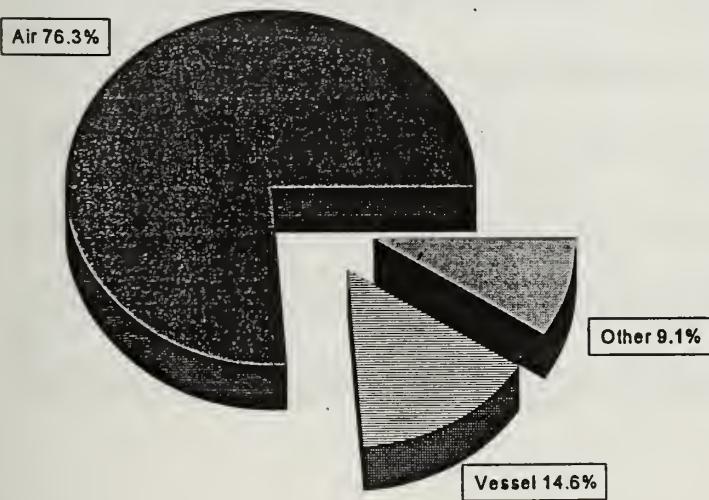


### MA Annual Exports



### Mode of Transportation

By Dollar Value 1996



1996

Total Value (\$)	1,442,909,232
Air Value (\$)	1,100,298,884
Air Weight (kg)	9,878,798
Vessel Value (\$)	210,728,946
Vessel Weight (kg)	32,954,000
C. Vessel Value (\$)	85,128,543
C. Vessel Weight (kg)	20,461,000
Other Value (\$)	131,881,402



**Exports to the United Kingdom**

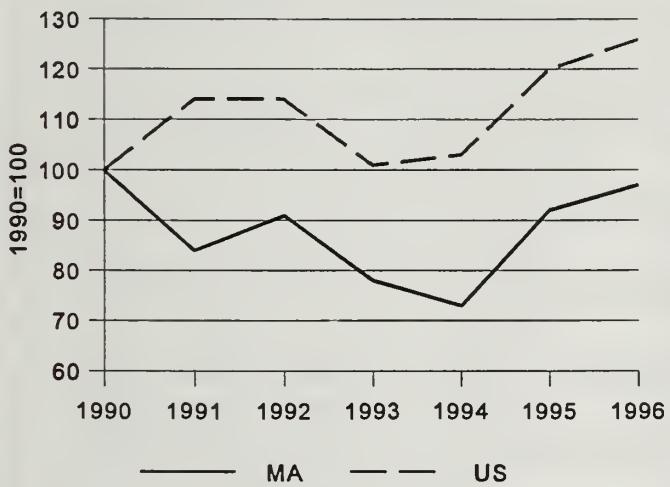
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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$1,545,767,565	\$1,442,909,232	-6.65%
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$361,815,459	\$377,775,808	4.41%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$468,718,076	\$315,606,053	-32.67%
38	INSTRUMENTS AND RELATED PRODUCTS	\$254,831,039	\$298,953,126	17.31%
28	CHEMICALS AND ALLIED PRODUCTS	\$124,105,613	\$142,799,532	15.06%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$51,908,545	\$49,788,032	-4.09%
37	TRANSPORTATION EQUIPMENT	\$57,091,781	\$42,592,157	-25.40%
33	PRIMARY METAL INDUSTRIES	\$43,920,915	\$38,548,577	-12.23%
39	MISC. MANUFACTURING INDUSTRIES	\$38,241,588	\$34,882,131	-8.78%
34	FABRICATED METAL PRODUCTS	\$25,085,508	\$29,415,614	17.26%
22	TEXTILE MILL PRODUCTS	\$21,334,731	\$19,043,106	-10.74%
27	PRINTING AND PUBLISHING	\$25,997,117	\$16,827,250	-35.27%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$6,649,537	\$12,554,805	88.81%
26	PAPER AND ALLIED PRODUCTS	\$12,104,922	\$12,522,670	3.45%
20	FOOD AND KINDRED PRODUCTS	\$6,177,040	\$10,444,390	69.08%
92	USED OR SECOND-HAND MERCHANDISE	\$5,516,909	\$9,568,284	73.44%
32	STONE, CLAY, AND GLASS PRODUCTS	\$8,583,993	\$8,726,028	1.65%
9	FISHING, HUNTING, AND TRAPPING	\$5,391,655	\$4,989,301	-7.46%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$5,970,977	\$4,597,361	-23.00%
31	LEATHER AND LEATHER PRODUCTS	\$6,430,806	\$3,285,952	-48.90%
91	SCRAP AND WASTE	\$8,296,702	\$3,150,128	-62.03%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$2,763,887	\$2,149,916	-22.21%
24	LUMBER AND WOOD PRODUCTS	\$1,240,113	\$1,799,290	45.09%
25	FURNITURE AND FIXTURES	\$2,062,148	\$1,517,868	-26.39%
1	AGRICULTURAL PRODUCTION-CROPS	\$1,012,419	\$864,984	-14.56%
8	FORESTRY	\$179,005	\$334,176	86.69%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$230,506	\$116,818	-49.32%
29	PETROLEUM AND COAL PRODUCTS	\$96,191	\$40,100	-58.31%
10	METAL MINING	\$2,976	\$15,775	430.07%
13	OIL AND GAS EXTRACTION	\$7,407	\$0	-100.00%

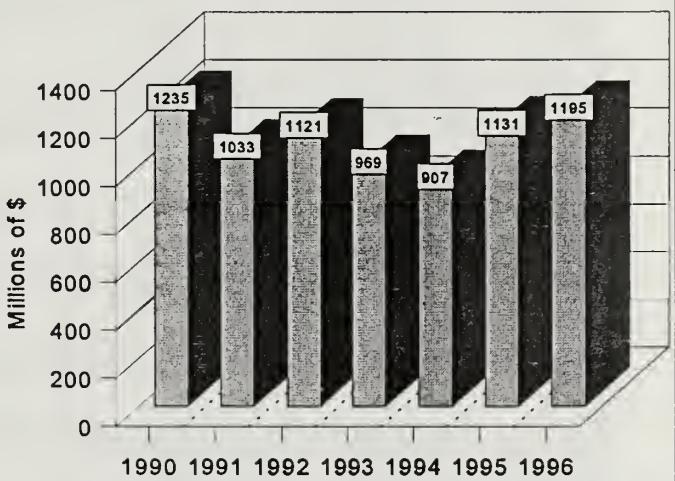


## Top Export Market: GERMANY

### US, MA Growth

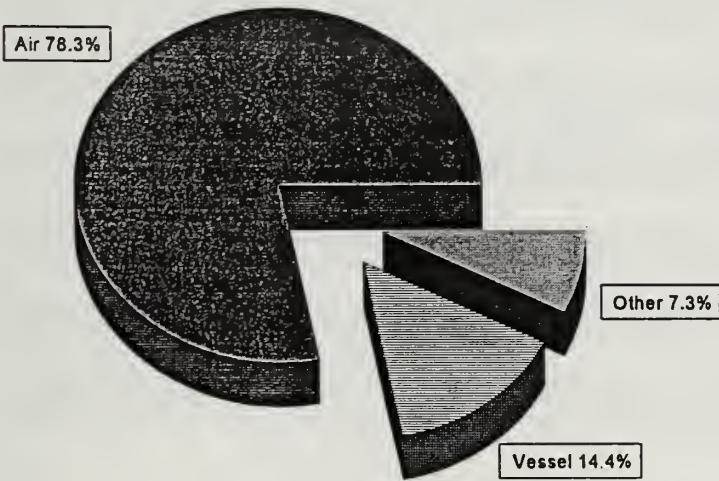


### MA Annual Exports



### Mode of Transportation

By Dollar Value 1996



1996

Total Value (\$)	1,195,226,426
Air Value (\$)	935,237,025
Air Weight (kg)	7,975,376
Vessel Value (\$)	172,812,784
Vessel Weight (kg)	20,275,000
C. Vessel Value (\$)	126,618,621
C. Vessel Weight (kg)	14,883,000
Other Value (\$)	87,176,617



**Exports to Germany**

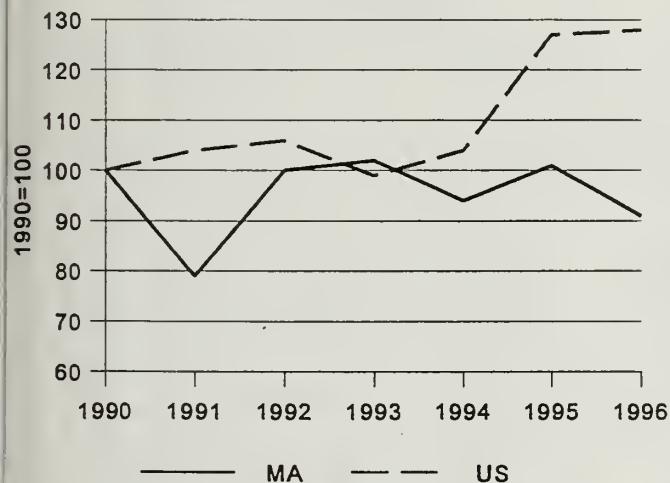
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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$1,131,157,434	\$1,195,226,426	5.66%
36	ELECTRONIC,ELECTRIC EQUIP,EXC COMPUTER	\$257,262,462	\$289,263,291	12.44%
38	INSTRUMENTS AND RELATED PRODUCTS	\$232,225,711	\$282,582,893	21.68%
35	INDUSTRIAL MACHINERY,COMPUTER EQUIPMENT	\$261,933,073	\$242,677,676	-7.35%
34	FABRICATED METAL PRODUCTS	\$138,706,706	\$146,936,926	5.93%
28	CHEMICALS AND ALLIED PRODUCTS	\$63,408,153	\$63,079,679	-0.52%
33	PRIMARY METAL INDUSTRIES	\$32,820,332	\$37,575,260	14.49%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$29,506,134	\$21,730,659	-26.35%
37	TRANSPORTATION EQUIPMENT	\$13,775,410	\$17,534,349	27.29%
39	MISC. MANUFACTURING INDUSTRIES	\$10,052,370	\$13,911,749	38.39%
27	PRINTING AND PUBLISHING	\$12,247,440	\$12,984,135	6.02%
9	FISHING, HUNTING, AND TRAPPING	\$10,911,359	\$10,618,328	-2.69%
22	TEXTILE MILL PRODUCTS	\$26,755,445	\$8,405,344	-68.58%
26	PAPER AND ALLIED PRODUCTS	\$6,204,602	\$8,295,878	33.71%
32	STONE, CLAY, AND GLASS PRODUCTS	\$5,365,758	\$8,188,276	52.60%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$2,329,459	\$7,556,488	224.39%
91	SCRAP AND WASTE	\$11,900,153	\$7,516,702	-36.84%
31	LEATHER AND LEATHER PRODUCTS	\$6,286,323	\$5,435,872	-13.53%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$1,380,815	\$3,851,964	178.96%
92	USED OR SECOND-HAND MERCHANDISE	\$3,245,431	\$1,841,442	-43.26%
25	FURNITURE AND FIXTURES	\$1,987,632	\$1,310,698	-34.06%
20	FOOD AND KINDRED PRODUCTS	\$778,236	\$968,034	24.39%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$64,886	\$684,679	955.20%
1	AGRICULTURAL PRODUCTION-CROPS	\$386,433	\$624,583	61.63%
24	LUMBER AND WOOD PRODUCTS	\$729,579	\$613,137	-15.96%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$424,192	\$582,416	37.30%
8	FORESTRY	\$454,498	\$430,018	-5.39%
10	METAL MINING	\$0	\$19,250	
29	PETROLEUM AND COAL PRODUCTS	\$14,842	\$3,517	-76.30%
13	OIL AND GAS EXTRACTION	\$0	\$3,183	

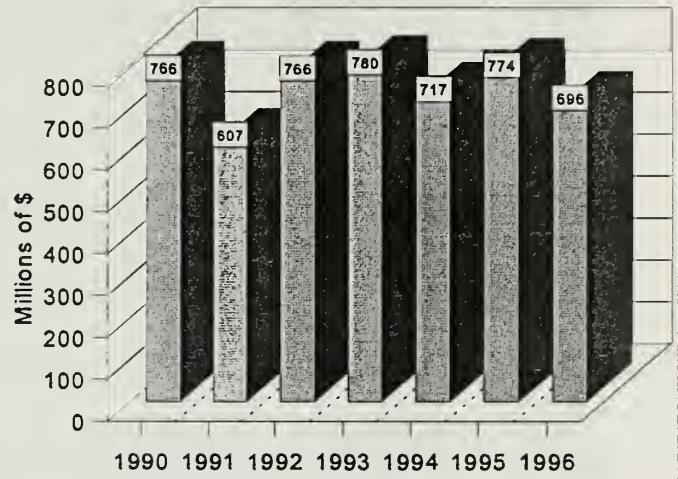


## Top Export Market: NETHERLANDS

### US, MA Growth

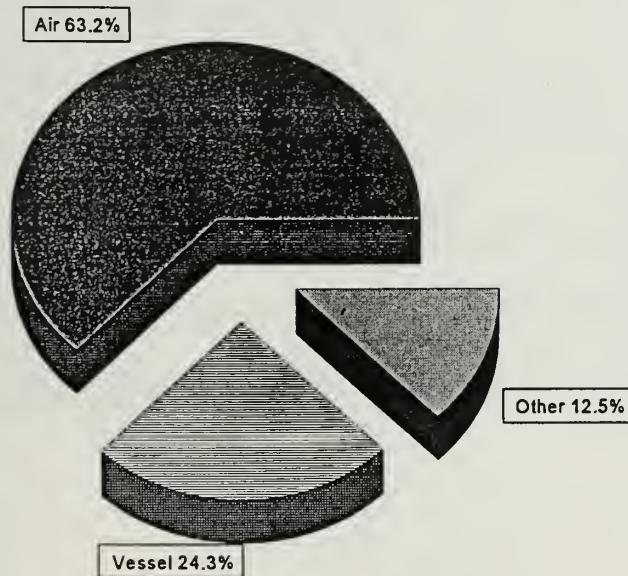


### MA Annual Exports



### Mode of Transportation

By Dollar Value 1996



1996

Total Value (\$)	696,124,713
Air Value (\$)	439,396,324
Air Weight (kg)	4,085,756
Vessel Value (\$)	169,673,789
Vessel Weight (kg)	27,749,000
C. Vessel Value (\$)	53,329,567
C. Vessel Weight (kg)	14,646,000
Other Value (\$)	87,054,600



Exports to the Netherlands

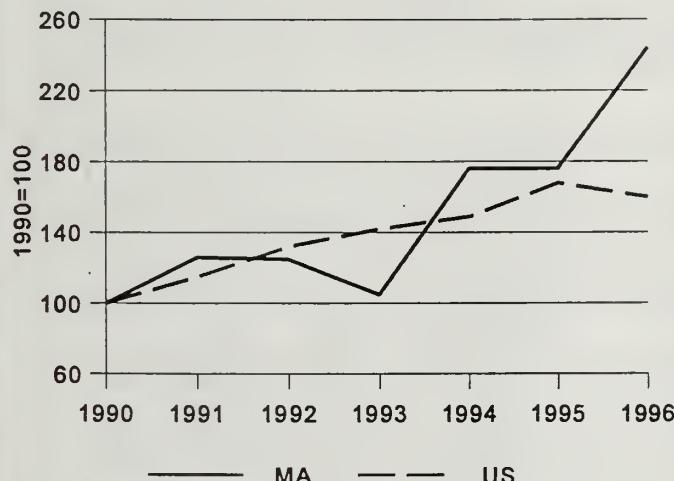
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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$773,882,060	\$696,124,713	-10.05%
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$268,558,215	\$260,874,013	-2.86%
38	INSTRUMENTS AND RELATED PRODUCTS	\$202,721,617	\$149,113,262	-26.44%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$118,863,215	\$110,910,611	-6.69%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$68,023,683	\$44,156,174	-35.09%
26	PAPER AND ALLIED PRODUCTS	\$29,034,846	\$27,354,497	-5.79%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$25,184,790	\$22,817,521	-9.40%
34	FABRICATED METAL PRODUCTS	\$7,675,574	\$22,535,468	193.60%
28	CHEMICALS AND ALLIED PRODUCTS	\$12,264,939	\$13,650,393	11.30%
39	MISC. MANUFACTURING INDUSTRIES	\$7,290,662	\$9,902,049	35.82%
32	STONE, CLAY, AND GLASS PRODUCTS	\$4,611,609	\$6,101,782	32.31%
27	PRINTING AND PUBLISHING	\$5,342,755	\$5,904,525	10.51%
37	TRANSPORTATION EQUIPMENT	\$10,522,741	\$4,076,101	-61.26%
33	PRIMARY METAL INDUSTRIES	\$1,831,981	\$3,649,268	99.20%
9	FISHING, HUNTING, AND TRAPPING	\$2,577,930	\$3,088,333	19.80%
31	LEATHER AND LEATHER PRODUCTS	\$1,668,867	\$2,111,241	26.51%
91	SCRAP AND WASTE	\$1,036,203	\$2,093,343	102.02%
25	FURNITURE AND FIXTURES	\$278,628	\$1,855,794	566.05%
20	FOOD AND KINDRED PRODUCTS	\$333,630	\$1,671,742	401.08%
22	TEXTILE MILL PRODUCTS	\$3,947,403	\$1,518,955	-61.52%
92	USED OR SECOND-HAND MERCHANDISE	\$166,134	\$1,160,425	598.49%
24	LUMBER AND WOOD PRODUCTS	\$582,891	\$610,971	4.82%
1	AGRICULTURAL PRODUCTION-CROPS	\$178,299	\$534,898	200.00%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$1,117,545	\$381,929	-65.82%
8	FORESTRY	\$7,500	\$31,532	320.43%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$19,148	\$16,610	-13.25%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$12,429	\$3,276	-73.64%
29	PETROLEUM AND COAL PRODUCTS	\$28,826	\$0	-100.00%

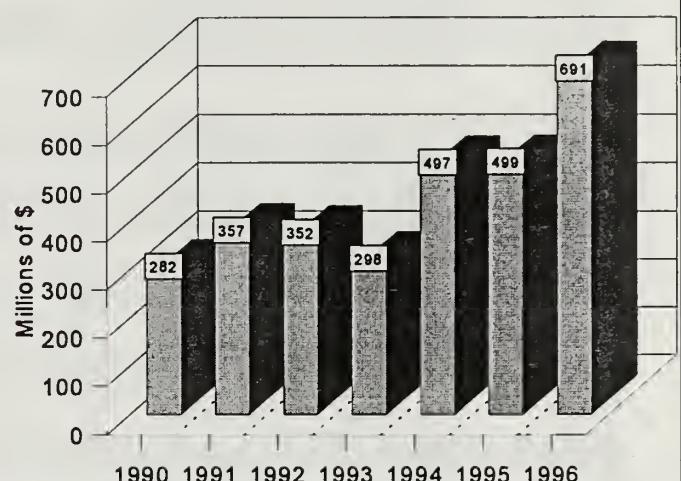


## Top Export Market: TAIWAN

### US, MA Growth

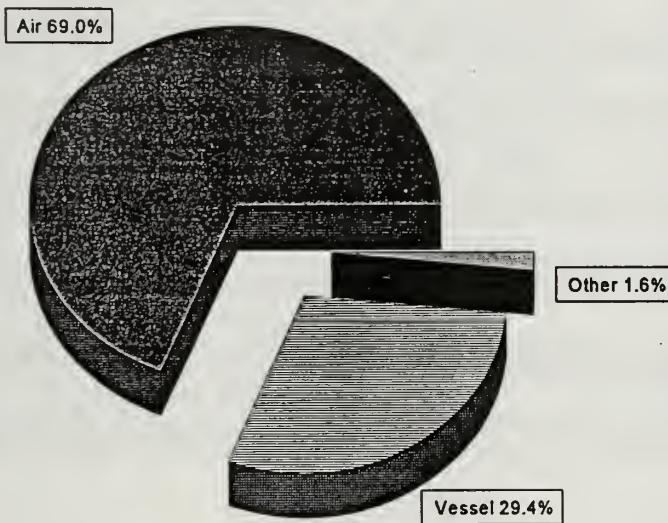


### MA Annual Exports



### Mode of Transportation

By Dollar Value 1996



1996

Total Value (\$)	690,811,527
Air Value (\$)	476,820,286
Air Weight (kg)	3,068,988
Vessel Value (\$)	203,424,806
Vessel Weight (kg)	27,688,000
C. Vessel Value (\$)	137,600,513
C. Vessel Weight (kg)	20,372,000
Other Value (\$)	10,566,435



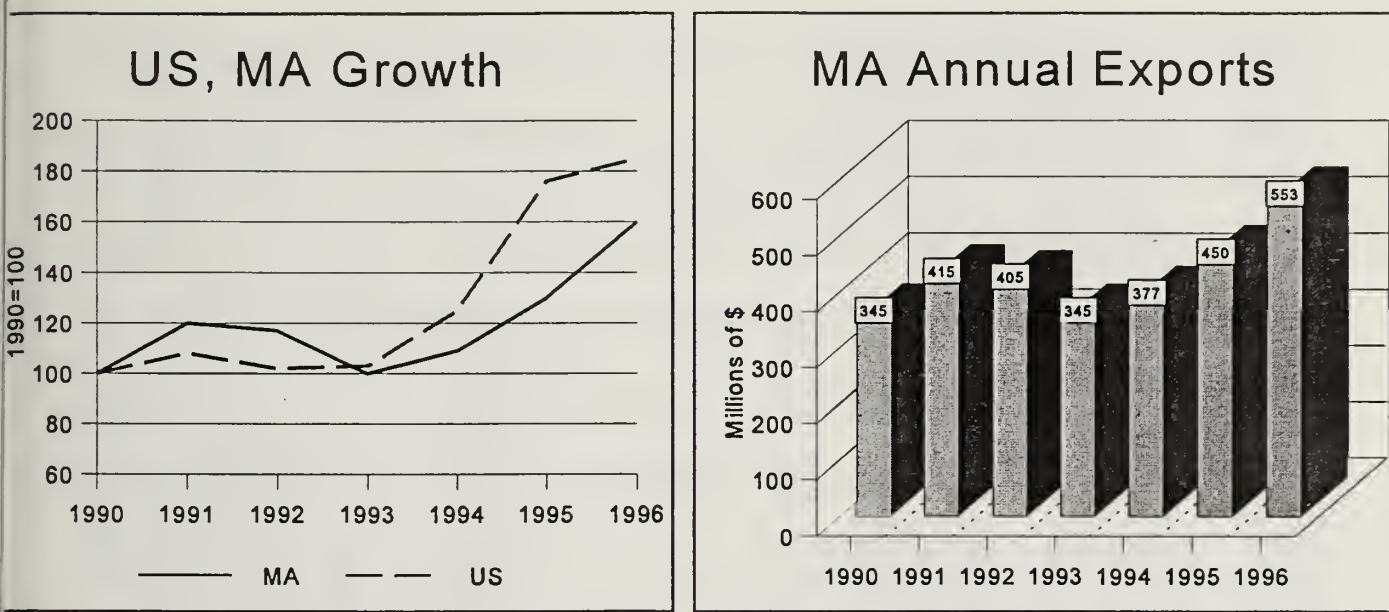
Exports to Taiwan

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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$498,939,351	\$690,811,527	38.46%
36	ELECTRONIC,ELECTRIC EQUIP,EXC COMPUTER	\$272,095,754	\$255,518,860	-6.09%
35	INDUSTRIAL MACHINERY,COMPUTER EQUIPMENT	\$104,165,387	\$142,964,203	37.25%
38	INSTRUMENTS AND RELATED PRODUCTS	\$61,745,508	\$132,337,757	114.33%
34	FABRICATED METAL PRODUCTS	\$7,933,413	\$100,172,219	1162.66%
37	TRANSPORTATION EQUIPMENT	\$5,199,143	\$13,165,174	153.22%
28	CHEMICALS AND ALLIED PRODUCTS	\$7,212,215	\$8,406,468	16.56%
26	PAPER AND ALLIED PRODUCTS	\$7,943,141	\$8,091,330	1.87%
33	PRIMARY METAL INDUSTRIES	\$2,946,932	\$5,140,340	74.43%
22	TEXTILE MILL PRODUCTS	\$4,248,720	\$4,466,805	5.13%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$4,066,264	\$4,209,287	3.52%
27	PRINTING AND PUBLISHING	\$1,961,287	\$3,456,386	76.23%
39	MISC. MANUFACTURING INDUSTRIES	\$3,993,584	\$3,008,565	-24.67%
91	SCRAP AND WASTE	\$7,831,329	\$2,480,117	-68.33%
32	STONE, CLAY, AND GLASS PRODUCTS	\$1,866,816	\$1,892,957	1.40%
31	LEATHER AND LEATHER PRODUCTS	\$1,908,333	\$1,781,446	-6.65%
20	FOOD AND KINDRED PRODUCTS	\$868,953	\$1,299,448	49.54%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$594,233	\$1,269,596	113.65%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$5,483	\$356,948	6410.09%
24	LUMBER AND WOOD PRODUCTS	\$930,011	\$225,065	-75.80%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$486,252	\$213,447	-56.10%
9	FISHING, HUNTING, AND TRAPPING	\$381,472	\$130,660	-65.75%
92	USED OR SECOND-HAND MERCHANDISE	\$38,266	\$88,461	131.17%
25	FURNITURE AND FIXTURES	\$78,097	\$72,488	-7.18%
8	FORESTRY	\$36,050	\$22,208	-38.40%
1	AGRICULTURAL PRODUCTION-CROPS	\$0	\$18,454	??
13	OIL AND GAS EXTRACTION	\$14,230	\$9,719	-31.70%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$348,393	\$7,820	-97.76%
29	PETROLEUM AND COAL PRODUCTS	\$30,612	\$5,299	-82.69%
10	METAL MINING	\$9,473	\$0	-100.00%

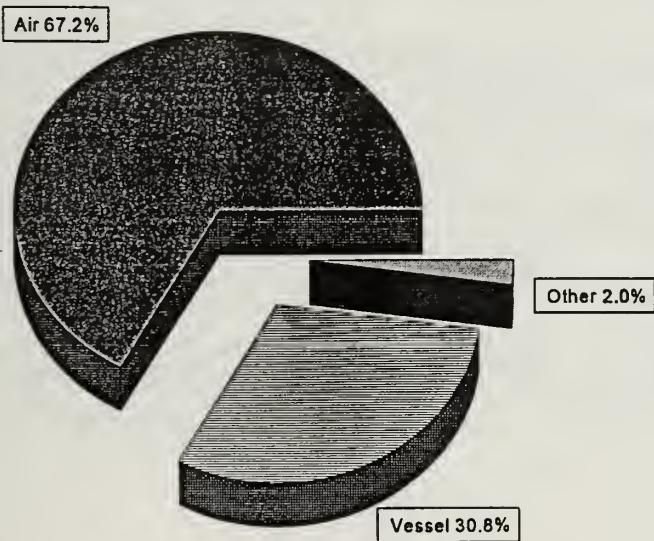


## Top Export Market: REPUBLIC OF KOREA



## Mode of Transportation

By Dollar Value 1996



1996

Total Value (\$)	553,296,341
Air Value (\$)	369,273,357
Air Weight (kg)	5,708,119
Vessel Value (\$)	168,930,404
Vessel Weight (kg)	283,704,000
C. Vessel Value (\$)	105,687,925
C. Vessel Weight (kg)	71,236,000
Other Value (\$)	10,566,435



Exports to the Republic of Korea

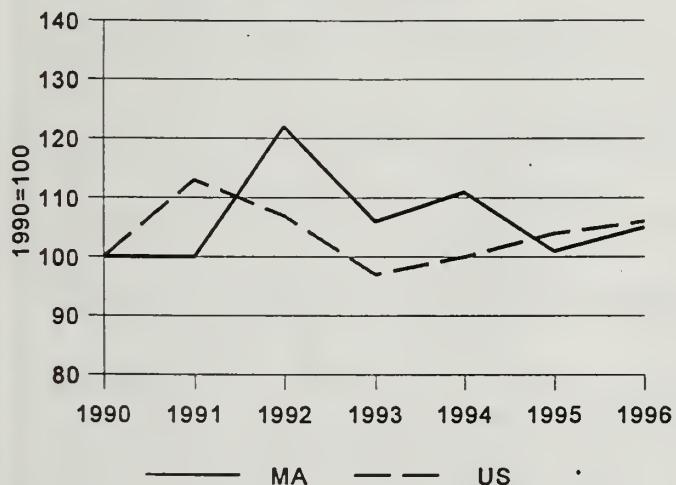
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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$449,577,988	\$553,296,341	23.07%
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$141,518,828	\$173,378,888	22.51%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$112,688,496	\$147,588,181	30.97%
38	INSTRUMENTS AND RELATED PRODUCTS	\$65,591,637	\$72,476,843	10.50%
91	SCRAP AND WASTE	\$18,160,409	\$30,521,054	68.06%
20	FOOD AND KINDRED PRODUCTS	\$6,994,455	\$24,581,045	251.44%
9	FISHING, HUNTING, AND TRAPPING	\$18,849,576	\$18,621,222	-1.21%
28	CHEMICALS AND ALLIED PRODUCTS	\$18,822,617	\$17,055,291	-9.39%
37	TRANSPORTATION EQUIPMENT	\$3,128,176	\$11,385,060	263.95%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$8,573,961	\$8,486,109	-1.02%
34	FABRICATED METAL PRODUCTS	\$16,336,906	\$7,627,350	-53.31%
26	PAPER AND ALLIED PRODUCTS	\$5,122,620	\$6,795,404	32.65%
27	PRINTING AND PUBLISHING	\$4,731,612	\$5,639,125	19.18%
33	PRIMARY METAL INDUSTRIES	\$8,891,005	\$5,396,014	-39.31%
31	LEATHER AND LEATHER PRODUCTS	\$2,837,807	\$4,346,511	53.16%
39	MISC. MANUFACTURING INDUSTRIES	\$4,481,449	\$3,924,817	-12.42%
32	STONE, CLAY, AND GLASS PRODUCTS	\$4,342,533	\$3,869,326	-10.90%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$341,800	\$3,338,334	876.69%
22	TEXTILE MILL PRODUCTS	\$5,522,561	\$3,295,818	-40.32%
24	LUMBER AND WOOD PRODUCTS	\$351,654	\$2,062,678	486.56%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$520,937	\$1,605,300	208.16%
25	FURNITURE AND FIXTURES	\$246,064	\$677,937	175.51%
29	PETROLEUM AND COAL PRODUCTS	\$98,567	\$249,210	152.83%
8	FORESTRY	\$6,482	\$144,249	2125.38%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$768,043	\$137,888	-82.05%
92	USED OR SECOND-HAND MERCHANDISE	\$621,994	\$49,192	-92.09%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$0	\$28,238	
1	AGRICULTURAL PRODUCTION-CROPS	\$0	\$15,257	
13	OIL AND GAS EXTRACTION	\$27,799	\$0	-100.00%

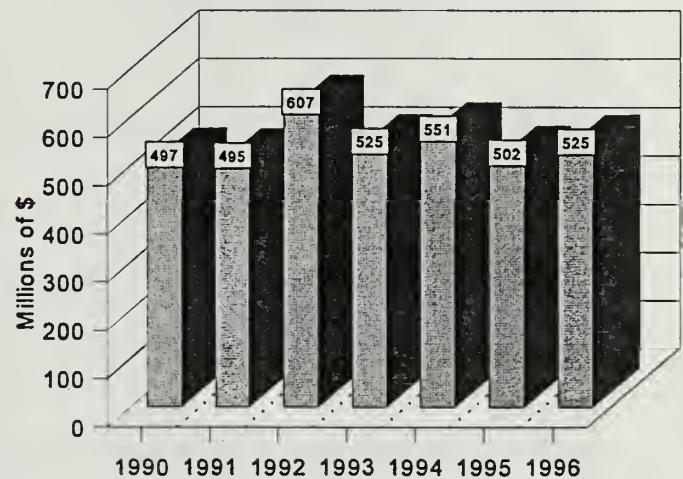


## Top Export Market: FRANCE

### US, MA Growth

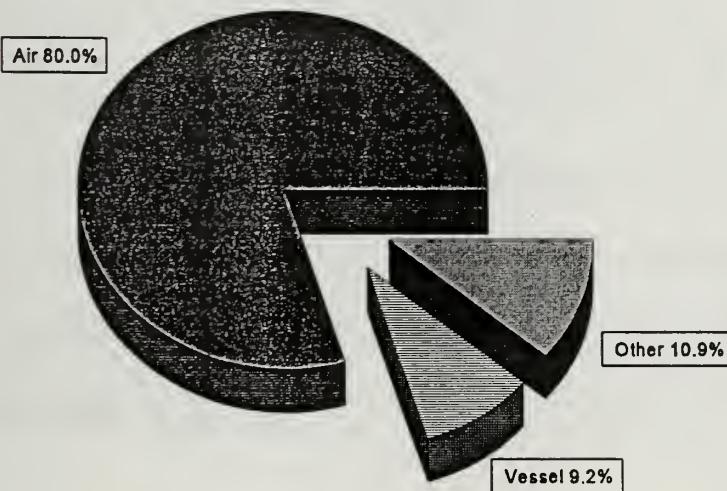


### MA Annual Exports



### Mode of Transportation

By Dollar Value 1996



1996

Total Value (\$)	524,835,484
Air Value (\$)	419,584,079
Air Weight (kg)	9,059,265
Vessel Value (\$)	48,398,151
Vessel Weight (kg)	11,847,000
C. Vessel Value (\$)	38,150,780
C. Vessel Weight (kg)	10,254,000
Other Value (\$)	56,853,254



**Exports to France**

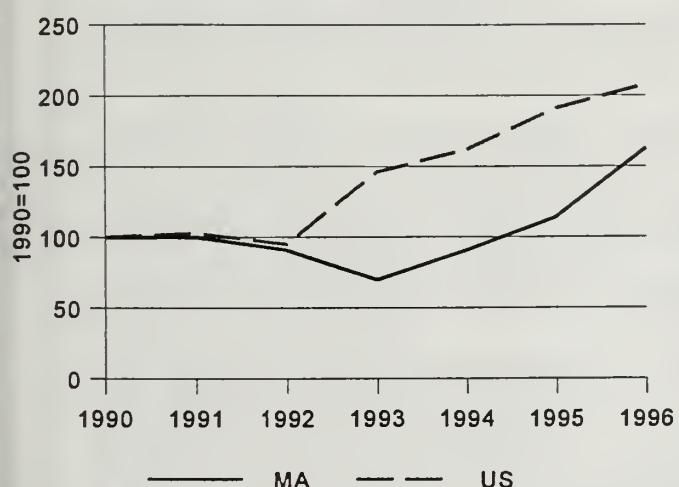
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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$501,729,067	\$524,835,484	4.61%
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$149,267,866	\$155,751,731	4.34%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$88,155,596	\$112,573,509	27.70%
38	INSTRUMENTS AND RELATED PRODUCTS	\$114,513,215	\$109,453,960	-4.42%
9	FISHING, HUNTING, AND TRAPPING	\$45,785,106	\$47,741,090	4.27%
28	CHEMICALS AND ALLIED PRODUCTS	\$34,708,109	\$30,643,632	-11.71%
37	TRANSPORTATION EQUIPMENT	\$10,627,351	\$9,380,720	-11.73%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$11,830,846	\$9,172,656	-22.47%
33	PRIMARY METAL INDUSTRIES	\$8,644,918	\$9,109,901	5.38%
34	FABRICATED METAL PRODUCTS	\$8,752,650	\$8,025,790	-8.30%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$1,896,241	\$7,022,797	270.35%
22	TEXTILE MILL PRODUCTS	\$7,169,607	\$5,028,797	-29.86%
32	STONE, CLAY, AND GLASS PRODUCTS	\$4,742,051	\$4,390,688	-7.41%
27	PRINTING AND PUBLISHING	\$4,203,972	\$3,797,137	-9.68%
20	FOOD AND KINDRED PRODUCTS	\$1,668,619	\$3,131,196	87.65%
39	MISC. MANUFACTURING INDUSTRIES	\$2,768,326	\$3,064,039	10.68%
26	PAPER AND ALLIED PRODUCTS	\$2,653,922	\$2,238,531	-15.65%
31	LEATHER AND LEATHER PRODUCTS	\$2,374,136	\$1,727,739	-27.23%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$901,976	\$726,253	-19.48%
92	USED OR SECOND-HAND MERCHANDISE	\$301,763	\$483,498	60.22%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$9,895	\$400,763	3950.16%
25	FURNITURE AND FIXTURES	\$107,089	\$347,471	224.47%
24	LUMBER AND WOOD PRODUCTS	\$111,083	\$307,228	176.58%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$167,088	\$135,139	-19.12%
29	PETROLEUM AND COAL PRODUCTS	\$19,530	\$69,828	257.54%
91	SCRAP AND WASTE	\$210,314	\$49,309	-76.55%
1	AGRICULTURAL PRODUCTION-CROPS	\$63,029	\$30,351	-51.85%
13	OIL AND GAS EXTRACTION	\$15,780	\$16,674	5.67%
8	FORESTRY	\$46,261	\$15,057	-67.45%
10	METAL MINING	\$12,728	\$0	-100.00%

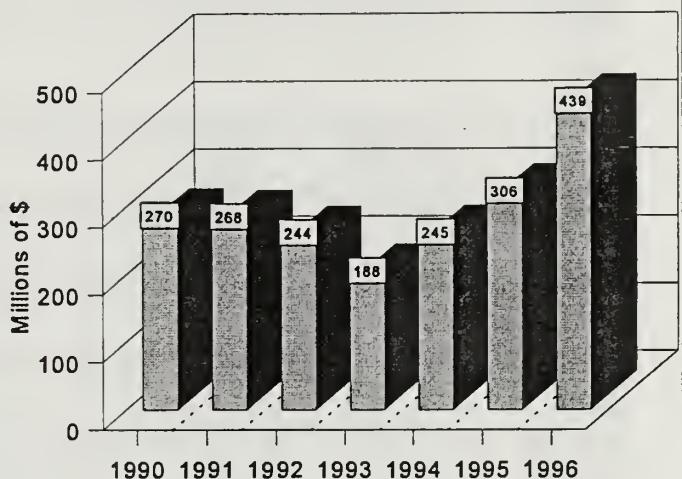


## Top Export Market: BELGIUM

### US, MA Growth



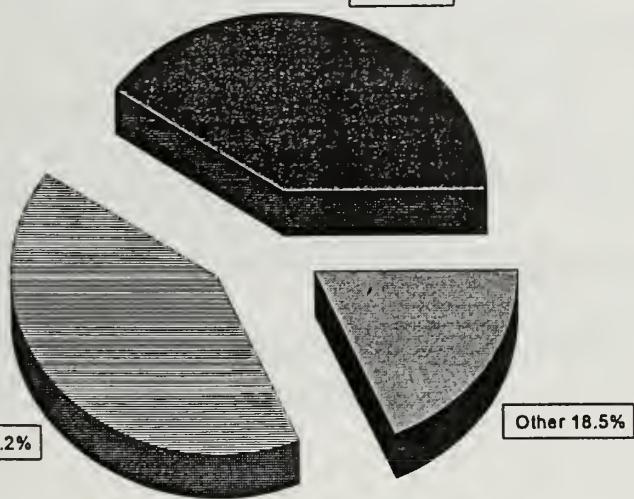
### MA Annual Exports



### Mode of Transportation

By Dollar Value 1996

Air 40.3%



1996

Total Value (\$)	438,872,972
Air Value (\$)	176,872,390
Air Weight (kg)	2,623,161
Vessel Value (\$)	180,855,545
Vessel Weight (kg)	12,025,000
C. Vessel Value (\$)	35,976,964
C. Vessel Weight (kg)	6,248,000
Other Value (\$)	81,145,037



Exports to Belgium

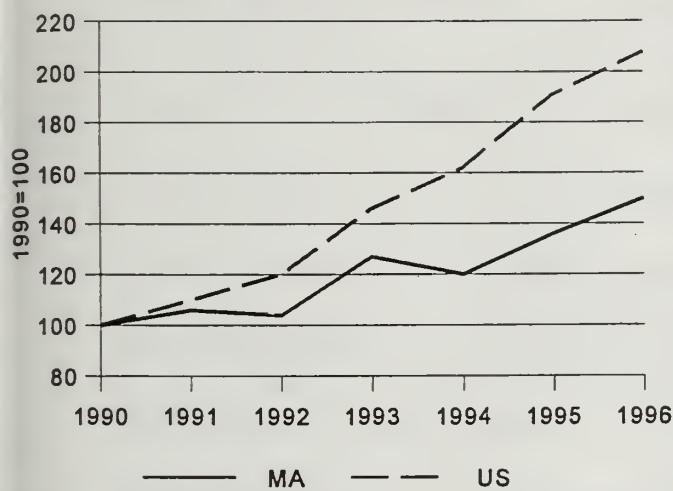
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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$305,718,354	\$438,872,972	43.55%
38	INSTRUMENTS AND RELATED PRODUCTS	\$33,829,210	\$139,416,533	312.12%
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$114,444,281	\$104,508,744	-8.68%
36	ELECTRONIC,ELECTRIC EQUIP,EXC COMPUTER	\$51,321,862	\$55,298,707	7.75%
28	CHEMICALS AND ALLIED PRODUCTS	\$32,440,219	\$35,587,948	9.70%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$17,594,409	\$32,625,103	85.43%
34	FABRICATED METAL PRODUCTS	\$14,369,556	\$20,134,230	40.12%
26	PAPER AND ALLIED PRODUCTS	\$3,822,157	\$10,886,053	184.81%
91	SCRAP AND WASTE	\$9,056,570	\$8,105,557	-10.50%
9	FISHING, HUNTING, AND TRAPPING	\$6,601,958	\$7,619,995	15.42%
33	PRIMARY METAL INDUSTRIES	\$4,329,042	\$7,563,773	74.72%
22	TEXTILE MILL PRODUCTS	\$5,831,570	\$5,075,579	-12.96%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$379,573	\$2,539,854	569.13%
39	MISC. MANUFACTURING INDUSTRIES	\$2,867,379	\$2,526,104	-11.90%
27	PRINTING AND PUBLISHING	\$2,485,174	\$1,370,314	-44.86%
37	TRANSPORTATION EQUIPMENT	\$1,459,172	\$1,224,425	-16.09%
24	LUMBER AND WOOD PRODUCTS	\$990,326	\$1,081,472	9.20%
31	LEATHER AND LEATHER PRODUCTS	\$617,902	\$884,894	43.21%
32	STONE, CLAY, AND GLASS PRODUCTS	\$224,360	\$615,289	174.24%
1	AGRICULTURAL PRODUCTION-CROPS	\$489,525	\$438,874	-10.35%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$265,055	\$343,874	29.74%
25	FURNITURE AND FIXTURES	\$1,251,594	\$337,201	-73.06%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$172,594	\$306,805	77.76%
92	USED OR SECOND-HAND MERCHANDISE	\$383,931	\$222,767	-41.98%
20	FOOD AND KINDRED PRODUCTS	\$442,593	\$122,444	-72.33%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$11,074	\$17,710	59.92%
8	FORESTRY	\$15,445	\$13,338	-13.64%
29	PETROLEUM AND COAL PRODUCTS	\$0	\$5,385	
13	OIL AND GAS EXTRACTION	\$21,823	\$0	-100.00%

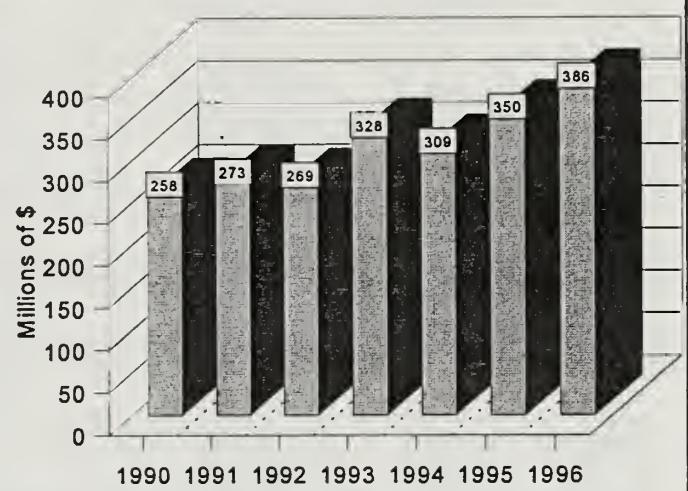


## Top Export Market: SINGAPORE

### US, MA Growth

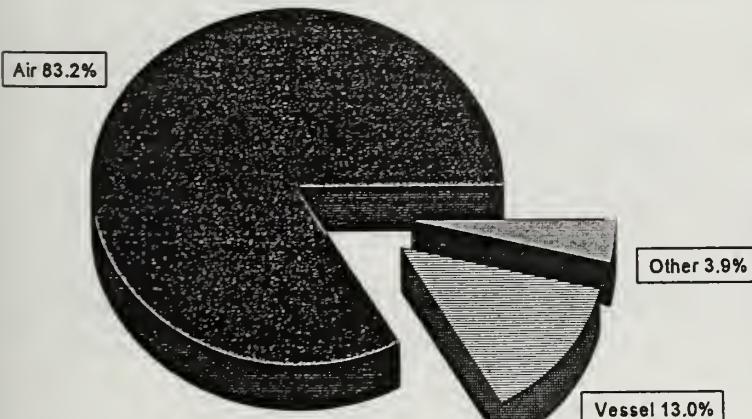


### MA Annual Exports



### Mode of Transportation

By Dollar Value 1996



1996

Total Value (\$)	386,082,860
Air Value (\$)	320,720,961
Air Weight (kg)	2,306,450
Vessel Value (\$)	50,202,148
Vessel Weight (kg)	7,224,000
C. Vessel Value (\$)	31,302,677
C. Vessel Weight (kg)	5,378,000
Other Value (\$)	15,159,751



Exports to Singapore

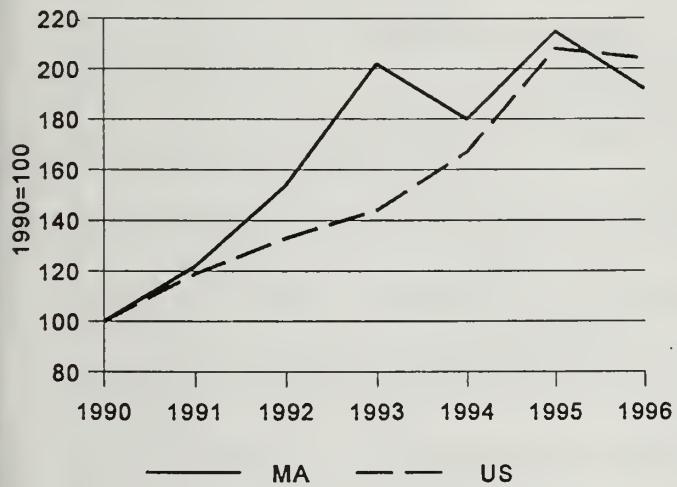
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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$350,157,730	\$386,082,860	10.26%
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$91,805,510	\$128,989,883	40.50%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$118,110,256	\$112,981,378	-4.34%
38	INSTRUMENTS AND RELATED PRODUCTS	\$81,198,048	\$85,655,539	5.49%
34	FABRICATED METAL PRODUCTS	\$14,594,842	\$14,808,147	1.46%
28	CHEMICALS AND ALLIED PRODUCTS	\$9,426,341	\$10,508,094	11.48%
26	PAPER AND ALLIED PRODUCTS	\$6,774,101	\$6,728,967	-0.67%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$3,636,086	\$5,387,373	48.16%
39	MISC. MANUFACTURING INDUSTRIES	\$6,122,546	\$4,968,876	-18.84%
33	PRIMARY METAL INDUSTRIES	\$3,081,700	\$4,153,198	34.77%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$3,103,417	\$2,465,049	-20.57%
27	PRINTING AND PUBLISHING	\$2,578,384	\$2,116,249	-17.92%
22	TEXTILE MILL PRODUCTS	\$2,471,521	\$1,999,431	-19.10%
32	STONE, CLAY, AND GLASS PRODUCTS	\$1,034,848	\$1,217,986	17.70%
31	LEATHER AND LEATHER PRODUCTS	\$935,317	\$1,143,743	22.28%
37	TRANSPORTATION EQUIPMENT	\$810,656	\$899,670	10.98%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$1,623,332	\$639,285	-60.62%
92	USED OR SECOND-HAND MERCHANDISE	\$520,189	\$350,242	-32.67%
25	FURNITURE AND FIXTURES	\$46,977	\$246,999	425.79%
20	FOOD AND KINDRED PRODUCTS	\$46,735	\$234,251	401.23%
8	FORESTRY	\$187,446	\$155,106	-17.25%
91	SCRAP AND WASTE	\$973,823	\$141,407	-85.48%
9	FISHING, HUNTING, AND TRAPPING	\$349,122	\$117,065	-66.47%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$102,590	\$64,996	-36.64%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$0	\$57,203	
24	LUMBER AND WOOD PRODUCTS	\$581,985	\$49,835	-91.44%
10	METAL MINING	\$0	\$2,888	
1	AGRICULTURAL PRODUCTION-CROPS	\$34,784	\$0	-100.00%
29	PETROLEUM AND COAL PRODUCTS	\$7,174	\$0	-100.00%

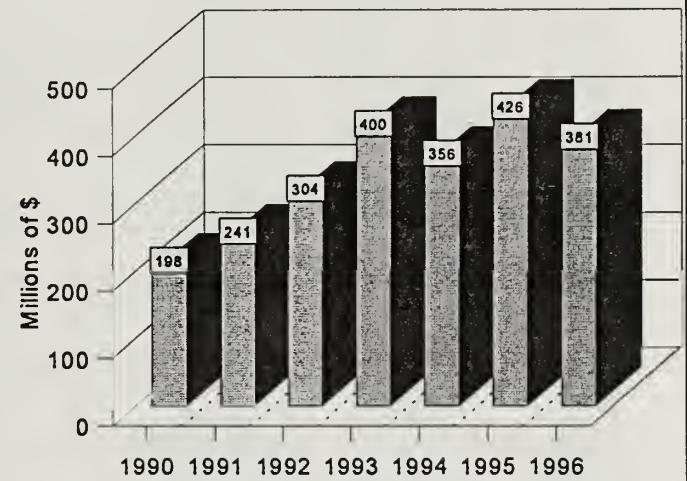


## Top Export Market: HONG KONG

### US, MA Growth



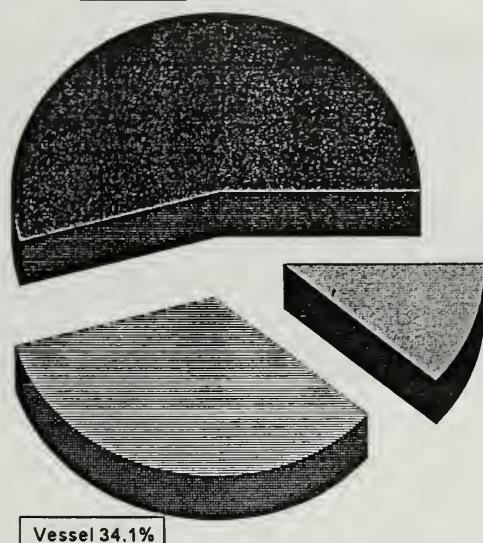
### MA Annual Exports



### Mode of Transportation

By Dollar Value 1996

Air 54.6%



1996

Total Value (\$)	380,871,206
Air Value (\$)	208,005,496
Air Weight (kg)	1,787,275
Vessel Value (\$)	130,342,219
Vessel Weight (kg)	44,177,000
C. Vessel Value (\$)	93,117,867
C. Vessel Weight (kg)	31,841,000
Other Value (\$)	42,523,491



Exports to Hong Kong

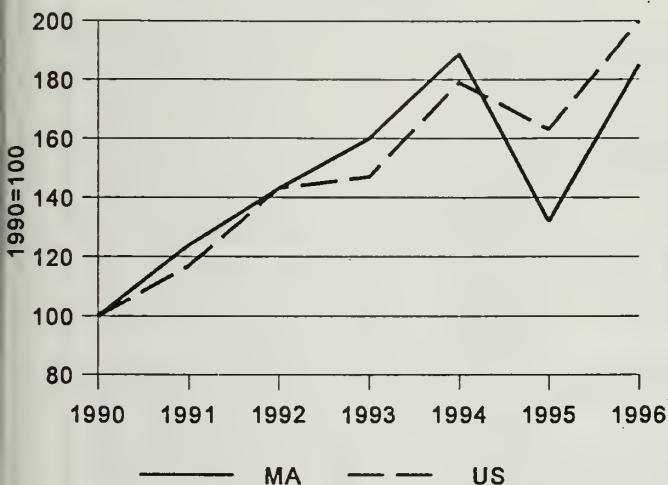
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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$426,477,754	\$380,871,206	-10.69%
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$136,864,986	\$105,827,220	-22.68%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$94,398,470	\$101,035,760	7.03%
38	INSTRUMENTS AND RELATED PRODUCTS	\$44,008,376	\$35,149,937	-20.13%
22	TEXTILE MILL PRODUCTS	\$23,450,322	\$20,230,258	-13.73%
28	CHEMICALS AND ALLIED PRODUCTS	\$17,919,140	\$17,888,073	-0.17%
31	LEATHER AND LEATHER PRODUCTS	\$23,516,359	\$15,408,214	-34.48%
34	FABRICATED METAL PRODUCTS	\$15,739,492	\$15,004,417	-4.67%
39	MISC. MANUFACTURING INDUSTRIES	\$11,839,923	\$13,227,310	11.72%
26	PAPER AND ALLIED PRODUCTS	\$12,330,719	\$11,351,088	-7.94%
91	SCRAP AND WASTE	\$8,578,696	\$9,526,449	11.05%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$14,809,336	\$9,496,667	-35.87%
33	PRIMARY METAL INDUSTRIES	\$5,320,164	\$6,670,159	25.38%
37	TRANSPORTATION EQUIPMENT	\$4,540,288	\$3,545,711	-21.91%
9	FISHING, HUNTING, AND TRAPPING	\$2,113,573	\$2,710,752	28.25%
27	PRINTING AND PUBLISHING	\$3,258,719	\$2,567,283	-21.22%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$333,766	\$2,323,112	596.03%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$2,002,946	\$1,908,964	-4.69%
20	FOOD AND KINDRED PRODUCTS	\$2,419,978	\$1,887,326	-22.01%
32	STONE, CLAY, AND GLASS PRODUCTS	\$1,185,438	\$1,470,408	24.04%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$771,572	\$1,435,657	86.07%
24	LUMBER AND WOOD PRODUCTS	\$236,024	\$936,493	296.78%
8	FORESTRY	\$480,798	\$676,058	40.61%
25	FURNITURE AND FIXTURES	\$92,564	\$322,481	248.39%
92	USED OR SECOND-HAND MERCHANDISE	\$179,923	\$233,058	29.53%
29	PETROLEUM AND COAL PRODUCTS	\$38,012	\$18,585	-51.11%
1	AGRICULTURAL PRODUCTION-CROPS	\$31,413	\$13,195	-58.00%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$16,757	\$6,571	-60.79%

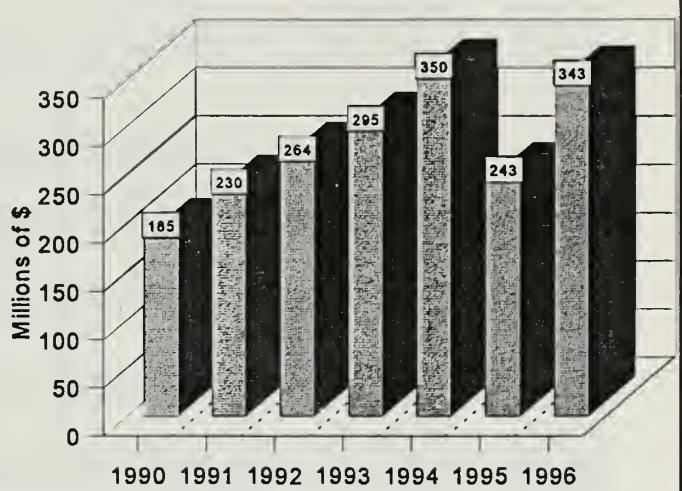


## Top Export Market: MEXICO

### US, MA Growth



### MA Annual Exports

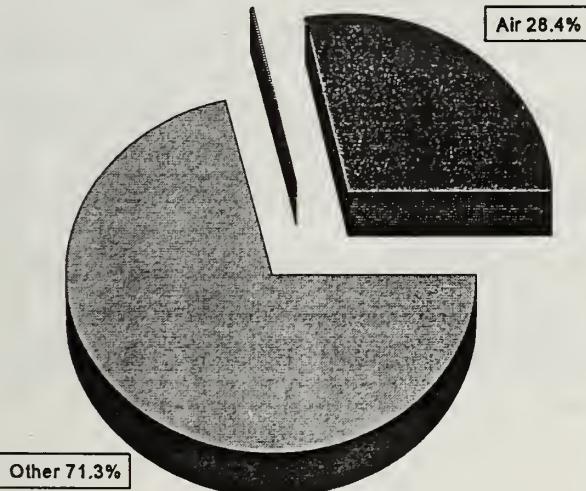


### Mode of Transportation

By Dollar Value 1996

Vessel 0.3%

Air 28.4%



1996

Total Value (\$)	342,869,008
Air Value (\$)	97,337,558
Air Weight (kg)	1,137,693
Vessel Value (\$)	1,238,708
Vessel Weight (kg)	804,000
C. Vessel Value (\$)	896,486
C. Vessel Weight (kg)	683,000
Other Value (\$)	244,292,742



Exports to Mexico

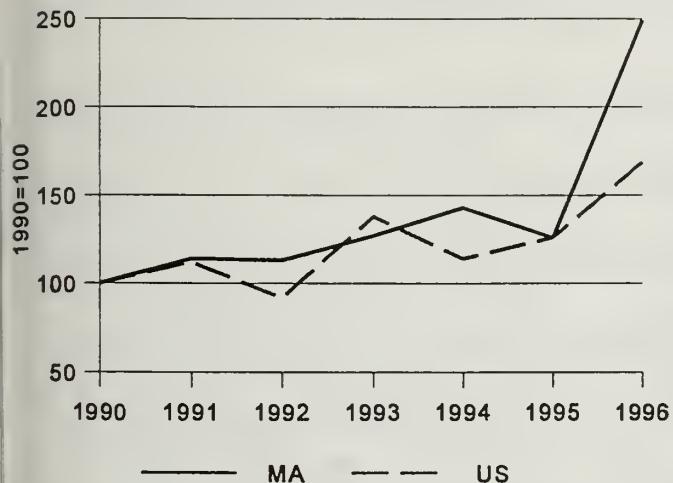
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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$243,086,385	\$342,869,008	40.55%
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$50,251,330	\$87,562,693	74.25%
28	CHEMICALS AND ALLIED PRODUCTS	\$51,755,108	\$73,131,705	41.30%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$26,326,374	\$47,998,566	82.32%
38	INSTRUMENTS AND RELATED PRODUCTS	\$42,211,134	\$43,991,483	4.22%
26	PAPER AND ALLIED PRODUCTS	\$10,961,310	\$17,078,404	50.11%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$11,943,141	\$13,197,735	8.82%
34	FABRICATED METAL PRODUCTS	\$10,912,122	\$12,063,955	10.56%
20	FOOD AND KINDRED PRODUCTS	\$5,209,428	\$8,344,612	54.06%
22	TEXTILE MILL PRODUCTS	\$6,289,457	\$7,124,049	13.27%
33	PRIMARY METAL INDUSTRIES	\$4,772,393	\$6,136,932	28.59%
91	SCRAP AND WASTE	\$5,051,545	\$4,593,693	-9.06%
32	STONE, CLAY, AND GLASS PRODUCTS	\$1,957,179	\$4,376,911	123.63%
39	MISC. MANUFACTURING INDUSTRIES	\$3,731,109	\$4,057,231	7.20%
27	PRINTING AND PUBLISHING	\$2,280,175	\$2,877,739	26.21%
37	TRANSPORTATION EQUIPMENT	\$497,714	\$2,697,811	442.04%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$6,363,806	\$2,343,266	-63.18%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$533,774	\$2,275,992	326.40%
31	LEATHER AND LEATHER PRODUCTS	\$752,688	\$1,716,556	128.06%
25	FURNITURE AND FIXTURES	\$445,213	\$652,687	46.60%
24	LUMBER AND WOOD PRODUCTS	\$24,893	\$248,892	899.85%
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$78,160	\$181,679	132.44%
29	PETROLEUM AND COAL PRODUCTS	\$19,336	\$99,967	417.00%
1	AGRICULTURAL PRODUCTION-CROPS	\$493,692	\$56,670	-88.52%
8	FORESTRY	\$165,513	\$40,320	-75.64%
9	FISHING, HUNTING, AND TRAPPING	\$46,373	\$16,460	-64.51%
92	USED OR SECOND-HAND MERCHANDISE	\$0	\$3,000	
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$8,000	\$0	-100.00%
10	METAL MINING	\$5,418	\$0	-100.00%

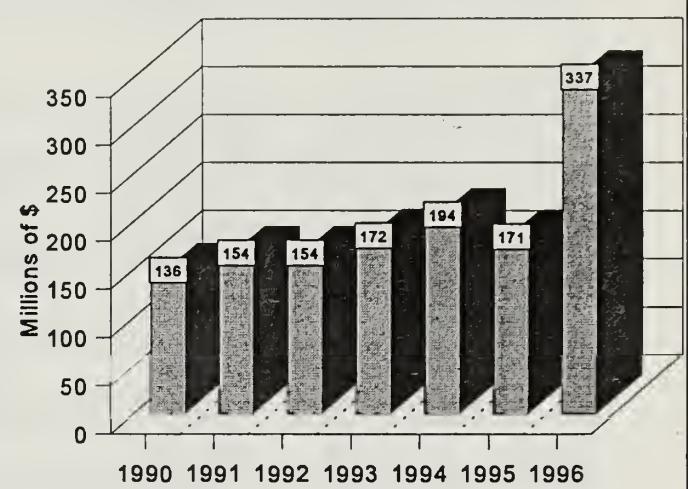


## Top Export Market: SWITZERLAND

### US, MA Growth

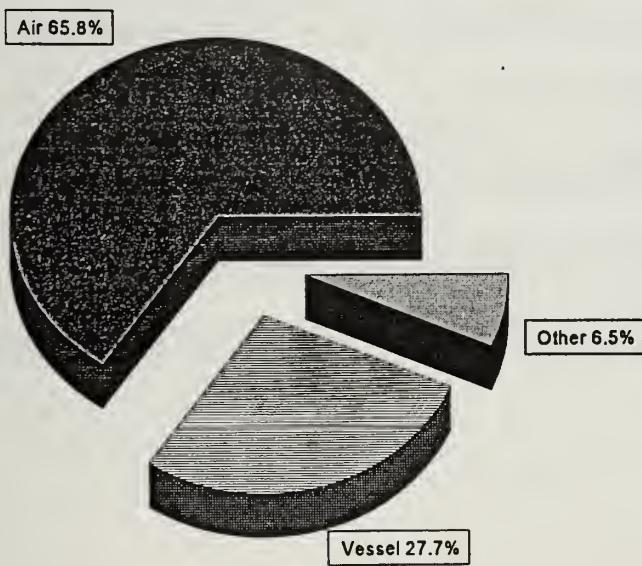


### MA Annual Exports



### Mode of Transportation

By Dollar Value 1996



1996

Total Value (\$)	337,028,693
Air Value (\$)	221,409,291
Air Weight (kg)	1,289,317
Vessel Value (\$)	93,138,420
Vessel Weight (kg)	873,000
C. Vessel Value (\$)	4,778,340
C. Vessel Weight (kg)	446,000
Other Value (\$)	22,480,982



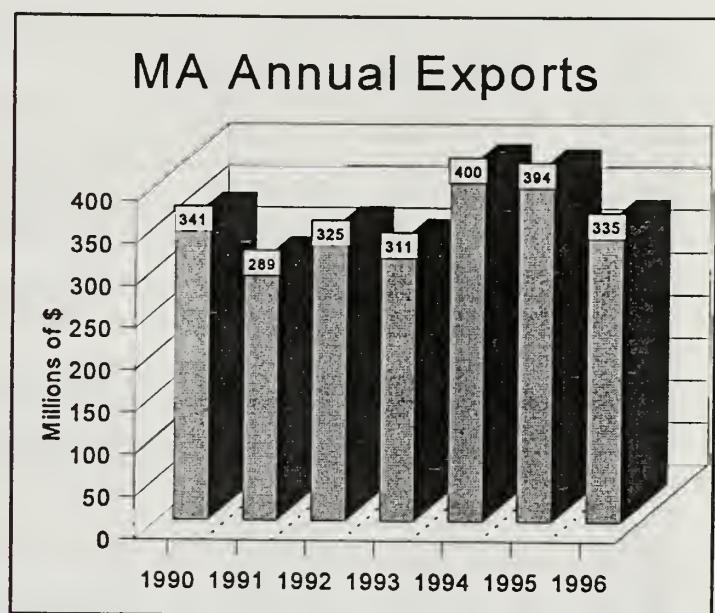
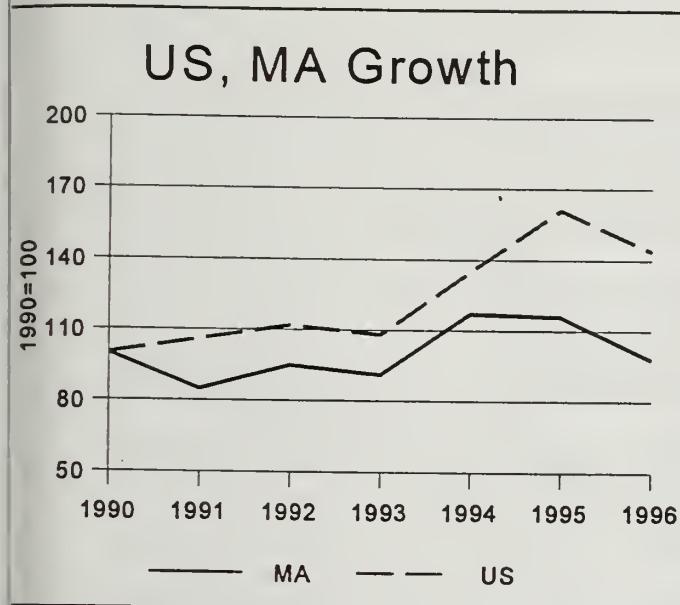
**Exports to Switzerland**

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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$171,250,776	\$337,028,693	96.80%
37	TRANSPORTATION EQUIPMENT	\$5,569,517	\$163,339,624	2832.74%
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$56,876,328	\$42,482,547	-25.31%
38	INSTRUMENTS AND RELATED PRODUCTS	\$46,197,495	\$37,658,297	-18.48%
33	PRIMARY METAL INDUSTRIES	\$12,067,839	\$30,054,600	149.05%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$20,223,703	\$23,553,813	16.47%
28	CHEMICALS AND ALLIED PRODUCTS	\$15,643,535	\$16,222,520	3.70%
39	MISC. MANUFACTURING INDUSTRIES	\$2,038,432	\$11,643,440	471.20%
34	FABRICATED METAL PRODUCTS	\$2,145,899	\$3,129,097	45.82%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$2,580,012	\$2,294,972	-11.05%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$279,431	\$1,538,223	450.48%
27	PRINTING AND PUBLISHING	\$927,898	\$1,119,336	20.63%
92	USED OR SECOND-HAND MERCHANDISE	\$2,247,488	\$1,010,181	-55.05%
9	FISHING, HUNTING, AND TRAPPING	\$857,023	\$804,145	-6.17%
26	PAPER AND ALLIED PRODUCTS	\$621,503	\$616,674	-0.78%
32	STONE, CLAY, AND GLASS PRODUCTS	\$663,036	\$357,240	-46.12%
20	FOOD AND KINDRED PRODUCTS	\$68,578	\$297,909	334.41%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$816,862	\$241,671	-70.41%
31	LEATHER AND LEATHER PRODUCTS	\$415,927	\$222,900	-46.41%
91	SCRAP AND WASTE	\$0	\$138,602	
22	TEXTILE MILL PRODUCTS	\$836,372	\$132,148	-84.20%
25	FURNITURE AND FIXTURES	\$35,450	\$73,970	108.66%
1	AGRICULTURAL PRODUCTION-CROPS	\$34,380	\$54,381	58.18%
24	LUMBER AND WOOD PRODUCTS	\$35,500	\$22,650	-36.20%
29	PETROLEUM AND COAL PRODUCTS	\$3,400	\$11,266	231.35%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$38,454	\$5,347	-86.10%
8	FORESTRY	\$19,356	\$3,140	-83.78%
10	METAL MINING	\$7,358	\$0	-100.00%

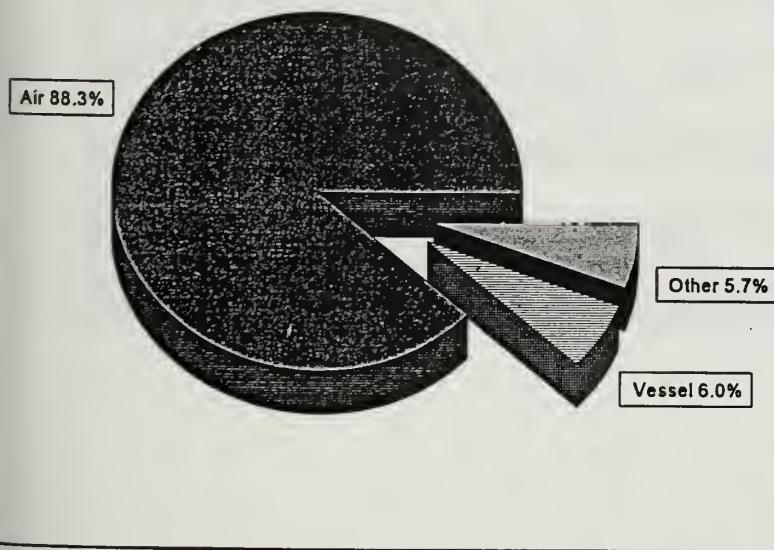


## Top Export Market: IRELAND



## Mode of Transportation

By Dollar Value 1996



1996

Total Value (\$)	334,860,234
Air Value (\$)	295,390,630
Air Weight (kg)	2,551,412
Vessel Value (\$)	20,064,186
Vessel Weight (kg)	2,316,000
C. Vessel Value (\$)	12,596,191
C. Vessel Weight (kg)	1,656,000
Other Value (\$)	19,405,418



Exports to Ireland

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SIC	Description	Exports 1995	Exports 1996	% Change
	TOTAL ALL INDUSTRIES	\$393,954,279	\$334,860,234	-15.00%
35	INDUSTRIAL MACHINERY, COMPUTER EQUIPMENT	\$263,593,542	\$201,253,773	-23.65%
36	ELECTRONIC, ELECTRIC EQUIP, EXC COMPUTER	\$64,536,202	\$55,856,918	-13.45%
38	INSTRUMENTS AND RELATED PRODUCTS	\$32,065,201	\$46,830,505	46.05%
27	PRINTING AND PUBLISHING	\$8,068,180	\$5,090,425	-36.91%
30	RUBBER AND MISC. PLASTICS PRODUCTS	\$3,990,506	\$4,588,451	14.98%
28	CHEMICALS AND ALLIED PRODUCTS	\$3,327,780	\$4,515,035	35.68%
34	FABRICATED METAL PRODUCTS	\$1,731,208	\$2,712,679	56.69%
22	TEXTILE MILL PRODUCTS	\$2,280,710	\$2,684,112	17.69%
33	PRIMARY METAL INDUSTRIES	\$2,577,470	\$2,361,384	-8.38%
39	MISC. MANUFACTURING INDUSTRIES	\$1,725,306	\$1,905,992	10.47%
25	FURNITURE AND FIXTURES	\$846,033	\$1,617,939	91.24%
26	PAPER AND ALLIED PRODUCTS	\$576,149	\$1,585,129	175.12%
99	SPECIAL CLASSIFICATION PROVISIONS, NSPF	\$283,164	\$918,627	224.42%
32	STONE, CLAY, AND GLASS PRODUCTS	\$840,371	\$809,835	-3.63%
37	TRANSPORTATION EQUIPMENT	\$134,068	\$501,281	273.90%
92	USED OR SECOND-HAND MERCHANDISE	\$308,724	\$417,281	35.16%
20	FOOD AND KINDRED PRODUCTS	\$565,776	\$304,180	-46.24%
23	APPAREL AND OTHER TEXTILE PRODUCTS	\$176,208	\$277,998	57.77%
8	FORESTRY	\$4,317	\$219,254	4978.85%
31	LEATHER AND LEATHER PRODUCTS	\$323,938	\$173,488	-46.44%
29	PETROLEUM AND COAL PRODUCTS	\$5,054,906	\$117,524	-97.68%
1	AGRICULTURAL PRODUCTION-CROPS	\$773,665	\$48,410	-93.74%
24	LUMBER AND WOOD PRODUCTS	\$15,225	\$32,726	114.95%
91	SCRAP AND WASTE	\$14,172	\$31,748	124.02%
9	FISHING, HUNTING, AND TRAPPING	\$0	\$5,540	
14	NONMETALLIC MINERALS, EXCEPT FUELS	\$82,003	\$0	-100.00%
2	AGRICULTURAL PRODUCTION-LIVESTOCK	\$59,455	\$0	-100.00%



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*Part IV:*  
*Boston, MA Customs District*  
*Exports*

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# Exports From the Boston, MA Customs District (1995-96): Commodities

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HS	Commodity	Exports 1995	Exports 1996	%Change
	<b>TOTAL</b>	<b>\$4,579,296,844</b>	<b>\$4,970,378,109</b>	<b>8.54%</b>
84	NUCLEAR REACTORS, BOILERS, MACHINERY ETC.; PARTS	\$1,486,968,846	\$1,906,409,813	28.21%
85	ELECTRIC MACHINERY ETC; SOUND EQUIP; TV EQUIP; PTS	\$1,137,537,862	\$1,081,736,258	-4.91%
90	OPTIC, PHOTO ETC, MEDIC OR SURGICAL INSTRUMENTS ETC	\$684,447,756	\$642,286,493	-6.16%
30	PHARMACEUTICAL PRODUCTS	\$129,779,745	\$167,947,220	29.41%
88	AIRCRAFT, SPACECRAFT, AND PARTS THEREOF	\$71,022,068	\$94,392,730	32.91%
82	TOOLS, CUTLERY ETC. OF BASE METAL & PARTS THEREOF	\$88,362,191	\$83,667,983	-5.31%
72	IRON AND STEEL	\$88,048,880	\$80,778,910	-8.26%
39	PLASTICS AND ARTICLES THEREOF	\$103,717,741	\$75,201,577	-27.49%
38	MISCELLANEOUS CHEMICAL PRODUCTS	\$43,120,524	\$59,655,805	38.35%
93	ARMS AND AMMUNITION; PARTS AND ACCESSORIES THEREOF	\$55,175,428	\$56,036,812	1.56%
3	FISH, CRUSTACEANS & AQUATIC INVERTEBRATES	\$37,063,230	\$54,836,921	47.96%
71	NAT ETC PEARLS, PREC ETC STONES, PR MET ETC; COIN	\$31,951,031	\$52,337,350	63.80%
37	PHOTOGRAPHIC OR CINEMATOGRAPHIC GOODS	\$55,066,768	\$41,044,442	-25.46%
29	ORGANIC CHEMICALS	\$24,756,092	\$36,746,548	48.43%
98	SPECIAL CLASSIFICATION PROVISIONS, NESOI	\$31,750,424	\$33,948,440	6.92%
87	VEHICLES, EXCEPT RAILWAY OR TRAMWAY, AND PARTS ETC	\$36,976,790	\$31,631,766	-14.46%
49	PRINTED BOOKS, NEWSPAPERS ETC; MANUSCRIPTS ETC	\$30,569,089	\$28,832,722	-5.68%
28	INORG CHEM; PREC & RARE-EARTH MET & RADIOACT COMPD	\$26,087,460	\$28,635,190	9.77%
48	PAPER & PAPERBOARD & ARTICLES (INC PAPR PULP ARTL)	\$29,712,374	\$26,952,940	-9.29%
35	ALBUMINOIDAL SUBST; MODIFIED STARCH; GLUE; ENZYMES	\$12,202,005	\$25,284,807	107.22%
73	ARTICLES OF IRON OR STEEL	\$15,233,069	\$24,256,331	59.23%
32	TANNING & DYE EXT ETC; DYE, PAINT, PUTTY ETC; INKS	\$11,727,638	\$21,145,284	80.30%
41	RAW HIDES AND SKINS (NO FURSKINS) AND LEATHER	\$32,811,337	\$19,460,856	-40.69%
97	WORKS OF ART, COLLECTORS' PIECES AND ANTIQUES	\$9,345,044	\$17,574,469	88.06%
64	FOOTWEAR, GAITERS ETC. AND PARTS THEREOF	\$19,537,042	\$17,261,660	-11.65%
91	CLOCKS AND WATCHES AND PARTS THEREOF	\$20,560,203	\$17,123,335	-16.72%



HS	Commodity	Exports 1995	Exports 1996	%Change
33	ESSENTIAL OILS ETC; PERFUMERY, COSMETIC ETC PREPS	\$21,658,646	\$16,756,163	-22.64%
81	BASE METALS NESOI; CERMETS; ARTICLES THEREOF	\$15,606,579	\$14,533,458	-6.88%
76	ALUMINUM AND ARTICLES THEREOF	\$8,853,840	\$14,048,396	58.67%
44	WOOD AND ARTICLES OF WOOD; WOOD CHARCOAL	\$12,783,423	\$13,216,000	3.38%
95	TOYS, GAMES & SPORT EQUIPMENT; PARTS & ACCESSORIES	\$14,864,775	\$12,351,084	-16.91%
70	GLASS AND GLASSWARE	\$10,570,777	\$11,806,276	11.69%
96	MISCELLANEOUS MANUFACTURED ARTICLES	\$10,511,893	\$10,991,786	4.57%
59	IMPREGNATED ETC TEXT FABRICS; TEX ART FOR INDUSTRY	\$21,657,520	\$10,876,959	-49.78%
56	WADDING, FELT ETC; SP YARN; TWINE, ROPES ETC.	\$17,850,533	\$10,788,572	-39.56%
60	KNITTED OR CROCHETED FABRICS	\$9,993,169	\$7,751,500	-22.43%
34	SOAP ETC; WAXES, POLISH ETC; CANDLES, DENTAL PREPS	\$5,744,701	\$7,473,483	30.09%
40	RUBBER AND ARTICLES THEREOF	\$9,788,273	\$6,732,870	-31.21%
68	ART OF STONE, PLASTER, CEMENT, ASBESTOS, MICA ETC.	\$3,375,319	\$6,625,518	96.29%
54	MANMADE FILAMENTS, INCLUDING YARNS & WOVEN FABRICS	\$7,612,110	\$6,576,066	-13.61%
27	MINERAL FUEL, OIL ETC; BITUMIN SUBST; MINERAL WAX	\$1,812,424	\$5,980,316	229.96%
94	FURNITURE; BEDDING ETC; LAMPS NESOI ETC; PREFAB BD	\$6,307,068	\$5,850,522	-7.24%
58	SPEC WOV FABRICS; TUFTED FAB; LACE; TAPESTRIES ETC	\$10,745,259	\$5,708,309	-46.88%
63	TEXTILE ART NESOI; NEEDLECRAFT SETS; WORN TEXT ART	\$4,140,794	\$5,560,459	34.28%
83	MISCELLANEOUS ARTICLES OF BASE METAL	\$3,944,299	\$5,068,832	28.51%
42	LEATHER ART; SADDLERY ETC; HANDBAGS ETC; GUT ART	\$3,253,371	\$4,740,275	45.70%
55	MANMADE STAPLE FIBERS, INCL YARNS & WOVEN FABRICS	\$3,458,410	\$4,702,788	35.98%
69	CERAMIC PRODUCTS	\$2,434,108	\$4,497,245	84.76%
62	APPAREL ARTICLES AND ACCESSORIES, NOT KNIT ETC.	\$3,833,001	\$4,475,561	16.76%
21	MISCELLANEOUS EDIBLE PREPARATIONS	\$3,320,606	\$4,403,766	32.62%
74	COPPER AND ARTICLES THEREOF	\$5,794,788	\$4,299,610	-25.80%
61	APPAREL ARTICLES AND ACCESSORIES, KNIT OR CROCHET	\$4,339,851	\$4,277,959	-1.43%
47	PULP OF WOOD ETC; WASTE ETC OF PAPER & PAPERBOARD	\$10,404,339	\$4,239,036	-59.26%
92	MUSICAL INSTRUMENTS; PARTS AND ACCESSORIES THEREOF	\$4,739,715	\$3,062,376	-35.39%
16	EDIBLE PREPARATIONS OF MEAT, FISH, CRUSTACEANS ETC	\$375,858	\$2,574,740	585.03%
52	COTTON, INCLUDING YARN AND WOVEN FABRIC THEREOF	\$4,103,409	\$2,461,535	-40.01%
89	SHIPS, BOATS AND FLOATING STRUCTURES	\$739,694	\$2,410,469	225.87%



HS	Commodity	Exports 1995	Exports 1996	%Change
2	MEAT AND EDIBLE MEAT OFFAL	\$335,433	\$2,406,331	617.38%
51	WOOL & ANIMAL HAIR, INCLUDING YARN & WOVEN FABRIC	\$4,420,382	\$2,156,329	-51.22%
75	NICKEL AND ARTICLES THEREOF	\$1,299,208	\$1,869,682	43.91%
8	EDIBLE FRUIT & NUTS; CITRUS FRUIT OR MELON PEEL	\$1,348,341	\$1,812,440	34.42%
25	SALT; SULFUR; EARTH & STONE; LIME & CEMENT PLASTER	\$1,726,536	\$1,640,406	-4.99%
22	BEVERAGES, SPIRITS AND VINEGAR	\$1,116,613	\$1,118,142	0.14%
1	LIVE ANIMALS	\$491,297	\$1,112,673	126.48%
7	EDIBLE VEGETABLES & CERTAIN ROOTS & TUBERS	\$448,599	\$990,727	120.85%
20	PREP VEGETABLES, FRUIT, NUTS OR OTHER PLANT PARTS	\$634,581	\$836,283	31.79%
65	HEADGEAR AND PARTS THEREOF	\$1,090,733	\$634,227	-41.85%
10	CEREALS	\$264,036	\$603,676	128.63%
23	FOOD INDUSTRY RESIDUES & WASTE; PREP ANIMAL FEED	\$319,660	\$516,879	61.70%
36	EXPLOSIVES; PYROTECHNICS; MATCHES; PYRO ALLOYS ETC	\$306,247	\$495,618	61.84%
19	PREP CEREAL, FLOUR, STARCH OR MILK; BAKERS WARES	\$343,727	\$457,573	33.12%
57	CARPETS AND OTHER TEXTILE FLOOR COVERINGS	\$765,003	\$380,093	-50.31%
18	COCOA AND COCOA PREPARATIONS	\$257,109	\$352,980	37.29%
15	ANIMAL OR VEGETABLE FATS, OILS ETC. & WAXES	\$105,909	\$319,244	201.43%
5	PRODUCTS OF ANIMAL ORIGIN, NESOI	\$235,412	\$304,287	29.26%
12	OIL SEEDS ETC.; MISC GRAIN, SEED, FRUIT, PLANT ETC	\$407,267	\$289,596	-28.89%
86	RAILWAY OR TRAMWAY STOCK ETC; TRAFFIC SIGNAL EQUIP	\$30,944	\$282,269	812.19%
11	MILLING PRODUCTS; MALT; STARCH; INULIN; WHT GLUTEN	\$122,729	\$251,340	104.79%
13	LAC; GUMS, RESINS & OTHER VEGETABLE SAP & EXTRACT	\$295,178	\$243,378	-17.55%
6	LIVE TREES, PLANTS, BULBS ETC.; CUT FLOWERS ETC.	\$97,381	\$225,304	131.36%
78	LEAD AND ARTICLES THEREOF	\$78,525	\$151,260	92.63%
79	ZINC AND ARTICLES THEREOF	\$177,834	\$140,572	-20.95%
45	CORK AND ARTICLES OF CORK	\$93,530	\$128,095	36.96%
24	TOBACCO AND MANUFACTURED TOBACCO SUBSTITUTES	\$176,197	\$116,801	-33.71%
17	SUGARS AND SUGAR CONFECTIONARY	\$31,855	\$110,987	248.41%
26	ORES, SLAG AND ASH	\$1,332,877	\$82,148	-93.84%
4	DAIRY PRODS; BIRDS EGGS, HONEY, ED ANIMAL PR NESOI	\$2,211,589	\$75,773	-96.57%
80	TIN AND ARTICLES THEREOF	\$119,464	\$57,924	-51.51%



HS	Commodity	Exports 1995	Exports 1996	%Change
67	PREP FEATHERS, DOWN ETC; ARTIF FLOWERS; H HAIR ART	\$88,759	\$53,336	-39.91%
43	FURSKINS AND ARTIFICIAL FUR; MANUFACTURES THEREOF	\$133,913	\$52,244	-60.99%
9	COFFEE, TEA, MATE & SPICES	\$31,609	\$20,754	-34.34%
50	SILK, INCLUDING YARNS AND WOVEN FABRIC THEREOF	\$11,051	\$19,450	76.00%
46	MFR OF STRAW, ESPARTO ETC.; BASKETWARE & WICKERWRK	\$0	\$19,358	
53	VEG TEXT FIB NESOI; VEG FIB & PAPER YNS & WOV FAB	\$62,859	\$17,766	-71.74%
14	VEGETABLE PLAITING MATERIALS & PRODUCTS NESOI	\$68,736	\$3,573	-94.80%
31	FERTILIZERS	\$59,355	\$0	-100.00%
66	UMBRELLAS, WALKING-STICKS, RIDING-CROPS ETC, PARTS	\$7,177	\$0	-100.00%



Exports From the Boston, MA Customs District (1995-96):  
 Destination Markets

CTY	Country	Exports 1995	Exports 1996	%Change
	TOTAL	\$4,579,296,844	\$4,970,378,109	8.54%
4120	UNITED KINGDOM	\$1,132,701,869	\$1,032,423,371	-8.85%
4280	GERMANY	\$705,476,939	\$734,834,778	4.16%
4190	IRELAND	\$420,351,906	\$431,568,130	2.67%
4210	NETHERLANDS	\$350,095,491	\$317,184,206	-9.40%
4279	FRANCE	\$203,318,956	\$289,333,019	42.30%
4759	ITALY	\$141,620,196	\$248,413,521	75.41%
4419	SWITZERLAND	\$124,545,541	\$213,586,055	71.49%
4231	BELGIUM	\$156,570,824	\$202,321,871	29.22%
1220	CANADA	\$162,347,925	\$147,238,505	-9.31%
5880	JAPAN	\$119,970,241	\$131,407,237	9.53%
5590	SINGAPORE	\$90,204,959	\$111,133,231	23.20%
5800	KOREA, REPUBLIC OF	\$64,000,242	\$85,493,480	33.58%
5650	PHILIPPINES	\$7,436,404	\$79,844,935	973.70%
6021	AUSTRALIA	\$72,589,192	\$69,385,761	-4.41%
4700	SPAIN	\$40,070,228	\$66,861,836	66.86%
5570	MALAYSIA	\$87,704,819	\$64,746,410	-26.18%
5820	HONG KONG	\$40,516,115	\$59,817,334	47.64%
4330	AUSTRIA	\$59,241,424	\$52,731,172	-10.99%
4010	SWEDEN	\$46,271,945	\$51,709,714	11.75%
5830	CHINA (TAIWAN)	\$53,999,899	\$50,703,058	-6.11%
4050	FINLAND	\$8,785,444	\$48,073,957	447.20%
5081	ISRAEL	\$34,257,136	\$37,489,177	9.43%
4890	TURKEY	\$44,193,683	\$34,939,068	-20.94%
4099	DENMARK	\$22,371,952	\$27,744,718	24.02%
3510	BRAZIL	\$18,288,968	\$23,446,491	28.20%
4621	RUSSIA	\$14,284,028	\$22,224,368	55.59%
3010	COLOMBIA	\$28,592,409	\$21,911,253	-23.37%



CTY	Country	Exports 1995	Exports 1996	%Change
4000	ICELAND	\$8,019,049	\$18,902,936	135.73%
4710	PORTUGAL	\$20,014,759	\$18,489,625	-7.62%
5330	INDIA	\$27,027,987	\$18,104,677	-33.02%
5700	CHINA (MAINLAND)	\$10,758,025	\$17,215,558	60.03%
2010	MEXICO	\$10,151,955	\$16,689,331	64.40%
4840	GREECE	\$10,269,390	\$15,296,785	48.96%
7910	REPUBLIC OF SOUTH AFRICA	\$13,518,871	\$15,127,854	11.90%
4351	CZECH REPUBLIC	\$10,477,051	\$14,772,202	41.00%
5490	THAILAND	\$20,001,293	\$12,964,638	-35.18%
4550	POLAND	\$11,036,084	\$11,427,444	3.55%
3570	ARGENTINA	\$17,771,428	\$11,065,634	-37.73%
4039	NORWAY	\$7,354,278	\$10,661,467	44.97%
6144	NIUE	\$21,797,413	\$10,475,967	-51.94%
5600	INDONESIA	\$9,330,030	\$10,059,973	7.82%
5200	UNITED ARAB EMIRATES	\$9,555,422	\$8,018,291	-16.09%
2320	BERMUDA	\$4,845,032	\$7,391,695	52.56%
5170	SAUDI ARABIA	\$10,317,723	\$7,236,771	-29.86%
4370	HUNGARY	\$5,836,304	\$5,581,549	-4.37%
7290	EGYPT	\$9,430,471	\$5,382,530	-42.92%
3370	CHILE	\$8,121,856	\$4,702,782	-42.10%
4730	MALTA AND GOZO	\$5,725,069	\$4,542,352	-20.66%
7790	KENYA	\$1,775,258	\$4,240,479	138.87%
4239	LUXEMBOURG	\$9,962,641	\$3,360,512	-66.27%
7210	ALGERIA	\$278,533	\$3,226,856	1058.52%
2470	DOMINICAN REPUBLIC	\$1,024,401	\$3,112,810	203.87%
5130	KUWAIT	\$1,318,462	\$2,976,038	125.72%
4792	SLOVENIA	\$3,945,047	\$2,776,274	-29.63%
2410	JAMAICA	\$327,757	\$2,571,849	684.68%
6141	NEW ZEALAND	\$4,330,703	\$2,429,069	-43.91%
5040	LEBANON	\$1,517,022	\$2,007,895	32.36%
4850	ROMANIA	\$1,686,636	\$1,985,061	17.69%



CTY	Country	Exports 1995	Exports 1996	%Change
3070	VENEZUELA	\$2,754,054	\$1,886,703	-31.49%
7510	NIGER	\$1,547,161	\$1,820,811	17.69%
4490	LATVIA	\$1,066,261	\$1,654,631	55.18%
7620	ANGOLA	\$1,158,581	\$1,638,455	41.42%
7643	CAPE VERDE	\$1,190,571	\$1,553,908	30.52%
2485	MONTSERRAT	\$0	\$1,551,574	
4791	CROATIA	\$1,743,229	\$1,543,069	-11.48%
4359	SLOVAK REPUBLIC	\$439,158	\$1,518,487	245.77%
2080	BELIZE	\$13,614	\$1,259,268	9149.80%
4910	CYPRUS	\$729,482	\$1,219,434	67.16%
3330	PERU	\$1,260,586	\$1,190,560	-5.56%
5180	QATAR	\$112,802	\$1,143,583	913.80%
4623	UKRAINE	\$1,350,679	\$1,070,130	-20.77%
3550	URUGUAY	\$1,404,852	\$1,006,674	-28.34%
2740	TRINIDAD AND TOBAGO	\$495,861	\$975,248	96.68%
7140	MOROCCO	\$446,881	\$896,712	100.66%
4870	BULGARIA	\$1,193,374	\$872,113	-26.92%
5380	BANGLADESH	\$486,986	\$868,091	78.26%
4799	YUGOSLAVIA(NEW)	\$0	\$821,073	
2450	HAITI	\$2,492,768	\$817,440	-67.21%
4510	LITHUANIA	\$923,711	\$767,787	-16.88%
4470	ESTONIA	\$600,108	\$766,504	27.73%
7530	NIGERIA	\$1,687,683	\$741,011	-56.09%
5250	BAHRAIN	\$1,627,124	\$695,042	-57.28%
5350	PAKISTAN	\$539,456	\$676,148	25.34%
3310	ECUADOR	\$254,950	\$649,879	154.90%
2250	PANAMA	\$737,287	\$619,778	-15.94%
2050	GUATEMALA	\$361,693	\$590,078	63.14%
7960	ZIMBABWE	\$641,462	\$589,921	-8.03%
5020	SYRIAN ARAB REPUBLIC	\$384,842	\$559,878	45.48%
5420	SRI LANKA	\$480,525	\$480,269	-0.05%



CTY	Country	Exports 1995	Exports 1996	%Change
7830	TANZANIA	\$347,507	\$461,450	32.79%
2484	ANTIGUA	\$5,170	\$426,836	8156.02%
7490	GHANA	\$682,923	\$373,299	-45.34%
7230	TUNISIA	\$810,832	\$348,721	-56.99%
4633	GEORGIA	\$286,701	\$291,021	1.51%
5230	OMAN	\$1,059,452	\$289,480	-72.68%
5210	YEMEN ARAB REPUBLIC	\$27,111	\$279,610	931.35%
7749	ETHIOPIA (NEW)	\$311,254	\$255,312	-17.97%
2771	NETHERLANDS ANTILLES	\$340,876	\$254,644	-25.30%
5110	JORDAN	\$925,622	\$254,349	-72.52%
7770	DJIBOUTI	\$249,879	\$227,919	-8.79%
2150	HONDURAS	\$1,522,428	\$227,883	-85.03%
4634	KAZAKHSTAN	\$127,965	\$215,337	68.28%
7630	CONGO	\$0	\$203,786	
3150	SURINAME	\$7,922	\$186,261	2251.19%
7850	MAURITIUS	\$369,263	\$185,262	-49.83%
1610	ST. PIERRE AND MIQUELON	\$194,974	\$179,722	-7.82%
6226	KIRIBATI	\$0	\$178,000	
4794	MACEDONIA	\$590,969	\$170,497	-71.15%
2720	BARBADOS	\$291,501	\$168,343	-42.25%
5520	VIETNAM	\$118,157	\$166,299	40.74%
4635	KYRGYZSTAN	\$0	\$158,766	
2110	EL SALVADOR	\$629,908	\$151,399	-75.96%
7320	SUDAN	\$15,400	\$150,068	874.47%
7940	ZAMBIA	\$925,960	\$141,052	-84.77%
4091	FAROE ISLAND	\$8,000	\$140,129	1651.61%
2230	COSTA RICA	\$503,299	\$140,050	-72.17%
2360	BAHAMAS	\$510,695	\$124,957	-75.53%
7520	TOGO	\$5,200	\$124,180	2288.08%
7610	BENIN	\$1,384,763	\$118,490	-91.44%
7920	NAMIBIA	\$78,586	\$113,495	44.42%



CTY	Country	Exports 1995	Exports 1996	%Change
2779	ARUBA	\$64,525	\$109,891	70.31%
7950	SWAZILAND	\$10,207	\$108,565	963.63%
4793	BOSIA-HERCEGOVINA	\$10,500	\$104,969	899.70%
7420	CAMEROON	\$0	\$101,301	
4411	LIECHTENSTEIN	\$1,132,743	\$100,931	-91.09%
7660	ZAIRE	\$230,766	\$98,563	-57.29%
3120	GUYANA	\$0	\$76,200	
3530	PARAGUAY	\$128,360	\$71,590	-44.23%
4810	ALBANIA	\$68,062	\$66,728	-1.96%
7480	IVORY COAST	\$244,222	\$65,662	-73.11%
7500	THE GAMBIA	\$0	\$60,020	
5360	NEPAL	\$12,845	\$54,128	321.39%
7470	SIERRA LEONE	\$49,614	\$47,551	-4.16%
7780	UGANDA	\$80,054	\$47,391	-40.80%
5610	BRUNEI	\$73,361	\$46,252	-36.95%
7450	MALI	\$4,745	\$45,809	865.42%
7870	MOZAMBIQUE	\$16,690	\$44,700	167.83%
2486	DOMINICA	\$460,409	\$42,550	-90.76%
7440	SENEGAL	\$12,352	\$39,800	222.22%
4644	UZBEKISTAN	\$223,219	\$36,473	-83.66%
4622	BYELARUS	\$33,824	\$36,022	6.50%
4720	GIBRALTAR	\$42,249	\$34,422	-18.53%
7600	BURKINA	\$0	\$29,565	
7970	MALAWI	\$24,970	\$27,120	8.61%
3350	BOLIVIA	\$30,875	\$25,766	-16.55%
1010	GREENLAND	\$3,500	\$25,103	617.23%
7880	MADAGASCAR	\$0	\$24,994	
7410	MAURITANIA	\$0	\$24,805	
7650	LIBERIA	\$25,000	\$24,342	-2.63%
7930	BOTSWANA	\$389,218	\$23,999	-93.83%
7741	ERITREA	\$6,796	\$20,503	201.69%



CTY	Country	Exports 1995	Exports 1996	%Change
5683	MALDIVE ISLANDS	\$0	\$20,061	
2190	NICARAGUA	\$55,568	\$19,781	-64.40%
6150	WESTERN SAMOA	\$0	\$17,000	
2440	CAYMAN ISLANDS	\$21,634	\$15,305	-29.25%
4271	ANDORRA	\$47,318	\$15,221	-67.83%
4632	AZERBAIJAN	\$7,230	\$14,000	93.64%
5460	BURMA	\$23,888	\$12,767	-46.55%
7690	RWANDA	\$35,864	\$11,396	-68.22%
5660	MACAO	\$0	\$7,613	
7460	GUINEA	\$23,000	\$7,047	-69.36%
6224	VANUATU	\$0	\$6,185	
6412	NEW CALEDONIA	\$12,660	\$6,000	-52.61%
4631	ARMENIA	\$0	\$5,895	
7800	SEYCHELLES	\$23,941	\$5,476	-77.13%
2839	MARTINIQUE	\$3,500	\$5,344	52.69%
6040	PAPUA NEW GUINEA	\$3,725	\$4,700	26.17%
6863	FIJI	\$0	\$4,200	
4751	SAN MARINO	\$47,444	\$4,045	-91.47%
6414	FRENCH POLYNESIA	\$0	\$3,721	
2489	GRENADA	\$0	\$3,390	
2831	GUADELOUPE	\$0	\$3,142	
2487	ST. LUCIA	\$1,217,007	\$2,838	-99.77%
5740	MONGOLIA	\$0	\$2,831	
4272	MONACO	\$5,469,732	\$0	-100.00%
5070	IRAN	\$946,088	\$0	-100.00%
7540	CENTRAL AFRICAN REPUBLIC	\$94,466	\$0	-100.00%
7700	SOMALIA	\$43,120	\$0	-100.00%
7670	BURUNDI	\$15,437	\$0	-100.00%
7550	GABON	\$12,584	\$0	-100.00%
4641	MOLDOVA	\$12,060	\$0	-100.00%
4642	TAJIKISTAN	\$5,286	\$0	-100.00%



# Imports Into the Boston, MA Customs District (1995-96): Commodities

HS	Commodity	Imports 1995	Imports 1996	%Change
	TOTAL	\$13,391,933,299	\$13,756,613,844	2.72%
84	NUCLEAR REACTORS, BOILERS, MACHINERY ETC; PARTS	\$2,674,171,958	\$2,480,781,526	-7.23%
27	MINERAL FUEL, OIL ETC.; BITUMIN SUBST; MINERAL WAX	\$1,034,667,865	\$1,620,291,716	56.60%
85	ELECTRIC MACHINERY ETC; SOUND EQUIP; TV EQUIP; PTS	\$1,360,812,143	\$1,361,584,729	0.06%
64	FOOTWEAR, GAITERS ETC. AND PARTS THEREOF	\$1,395,736,985	\$1,162,204,455	-16.73%
90	OPTIC, PHOTO ETC, MEDIC OR SURGICAL INSTRMENTS ETC	\$793,433,900	\$831,888,257	4.85%
98	SPECIAL CLASSIFICATION PROVISIONS, NESOI	\$534,881,663	\$654,748,193	22.41%
87	VEHICLES, EXCEPT RAILWAY OR TRAMWAY, AND PARTS ETC	\$259,841,045	\$505,186,090	94.42%
3	FISH, CRUSTACEANS & AQUATIC INVERTEBRATES	\$492,433,249	\$410,454,489	-16.65%
29	ORGANIC CHEMICALS	\$338,069,976	\$388,806,266	15.01%
95	TOYS, GAMES & SPORT EQUIPMENT; PARTS & ACCESSORIES	\$340,922,020	\$321,282,391	-5.76%
30	PHARMACEUTICAL PRODUCTS	\$267,590,617	\$300,627,880	12.35%
62	APPAREL ARTICLES AND ACCESSORIES, NOT KNIT ETC.	\$276,836,180	\$292,829,436	5.78%
61	APPAREL ARTICLES AND ACCESSORIES, KNIT OR CROCHET	\$288,791,636	\$255,274,620	-11.61%
72	IRON AND STEEL	\$287,955,556	\$226,517,535	-21.34%
22	BEVERAGES, SPIRITS AND VINEGAR	\$194,606,827	\$219,880,138	12.99%
39	PLASTICS AND ARTICLES THEREOF	\$214,582,661	\$210,578,432	-1.87%
42	LEATHER ART; SADDLERY ETC; HANDBAGS ETC; GUT ART	\$159,853,765	\$145,052,855	-9.26%
94	FURNITURE; BEDDING ETC; LAMPS NESOI ETC; PREFAB BD	\$130,155,136	\$123,250,731	-5.30%
82	TOOLS, CUTLERY ETC. OF BASE METAL & PARTS THEREOF	\$113,123,532	\$117,288,103	3.68%
32	TANNING & DYE EXT ETC; DYE, PAINT, PUTTY ETC; INKS	\$102,314,022	\$113,383,756	10.82%
73	ARTICLES OF IRON OR STEEL	\$107,640,048	\$107,040,402	-0.56%
48	PAPER & PAPERBOARD & ARTICLES (INC PAPR PULP ARTL)	\$118,241,619	\$106,932,790	-9.56%
49	PRINTED BOOKS, NEWSPAPERS ETC; MANUSCRIPTS ETC	\$117,604,654	\$103,947,233	-11.61%
37	PHOTOGRAPHIC OR CINEMATOGRAPHIC GOODS	\$87,432,140	\$83,315,317	-4.71%
40	RUBBER AND ARTICLES THEREOF	\$74,714,311	\$74,306,758	-0.55%
83	MISCELLANEOUS ARTICLES OF BASE METAL	\$66,383,180	\$70,803,608	6.66%



HS	Commodity	Imports 1995	Imports 1996	%Change
88	AIRCRAFT, SPACECRAFT, AND PARTS THEREOF	\$64,742,527	\$67,956,963	4.96%
44	WOOD AND ARTICLES OF WOOD; WOOD CHARCOAL	\$57,949,947	\$64,719,988	11.68%
28	INORG CHEM, PREC & RARE-EARTH MET & RADIOACT COMPD	\$61,558,590	\$62,894,106	2.17%
8	EDIBLE FRUIT & NUTS; CITRUS FRUIT OR MELON PEEL	\$76,265,049	\$62,578,059	-17.95%
71	NAT ETC PEARLS, PREC ETC STONES, PR MET ETC; COIN	\$70,955,936	\$61,490,120	-13.34%
74	COPPER AND ARTICLES THEREOF	\$81,105,326	\$61,301,289	-24.42%
38	MISCELLANEOUS CHEMICAL PRODUCTS	\$57,302,491	\$60,760,737	6.04%
70	GLASS AND GLASSWARE	\$56,335,274	\$57,336,431	1.78%
65	HEADGEAR AND PARTS THEREOF	\$65,543,755	\$57,247,391	-12.66%
51	WOOL & ANIMAL HAIR, INCLUDING YARN & WOVEN FABRIC	\$49,181,451	\$56,000,018	13.86%
41	RAW HIDES AND SKINS (NO FURSKINS) AND LEATHER	\$60,180,478	\$53,093,601	-11.78%
76	ALUMINUM AND ARTICLES THEREOF	\$41,446,309	\$49,073,245	18.40%
69	CERAMIC PRODUCTS	\$57,570,722	\$46,509,592	-19.21%
81	BASE METALS NESOI; CERMETS; ARTICLES THEREOF	\$32,757,807	\$45,203,079	37.99%
96	MISCELLANEOUS MANUFACTURED ARTICLES	\$46,830,666	\$43,343,454	-7.45%
63	TEXTILE ART NESOI; NEEDLECRAFT SETS; WORN TEXT ART	\$44,537,729	\$42,995,999	-3.46%
15	ANIMAL OR VEGETABLE FATS, OILS ETC. & WAXES	\$28,626,894	\$39,950,380	39.56%
79	ZINC AND ARTICLES THEREOF	\$73,169,647	\$36,837,623	-49.65%
68	ART OF STONE, PLASTER, CEMENT, ASBESTOS, MICA ETC.	\$31,768,565	\$34,629,972	9.01%
56	WADDING, FELT ETC; SP YARN; TWINE, ROPES ETC.	\$31,409,141	\$34,221,830	8.96%
91	CLOCKS AND WATCHES AND PARTS THEREOF	\$39,784,777	\$33,732,929	-15.21%
97	WORKS OF ART, COLLECTORS' PIECES AND ANTIQUES	\$24,670,949	\$30,926,036	25.35%
55	MANMADE STAPLE FIBERS, INCL YARNS & WOVEN FABRICS	\$27,712,701	\$29,931,737	8.01%
54	MANMADE FILAMENTS, INCLUDING YARNS & WOVEN FABRICS	\$21,907,409	\$22,946,030	4.74%
20	PREP VEGETABLES, FRUIT, NUTS OR OTHER PLANT PARTS	\$17,995,670	\$22,475,459	24.89%
35	ALBUMINOIDAL SUBST; MODIFIED STARCH; GLUE; ENZYMES	\$21,988,392	\$22,242,774	1.16%
59	IMPREGNATED ETC TEXT FABRICS; TEX ART FOR INDUSTRY	\$15,382,760	\$18,203,313	18.34%
52	COTTON, INCLUDING YARN AND WOVEN FABRIC THEREOF	\$18,586,051	\$17,520,162	-5.73%
34	SOAP ETC; WAXES, POLISH ETC; CANDLES; DENTAL PREPS	\$14,648,629	\$14,903,567	1.74%
57	CARPETS AND OTHER TEXTILE FLOOR COVERINGS	\$16,617,797	\$14,719,673	-11.42%
13	LAC; GUMS, RESINS & OTHER VEGETABLE SAP & EXTRACT	\$14,116,534	\$14,553,832	3.10%



HS	Commodity	Imports 1995	Imports 1996	%Change
25	SALT; SULFUR; EARTH & STONE; LIME & CEMENT PLASTER	\$9,275,552	\$14,176,373	52.84%
75	NICKEL AND ARTICLES THEREOF	\$38,885,682	\$13,173,925	-66.12%
16	EDIBLE PREPARATIONS OF MEAT, FISH, CRUSTACEANS ETC	\$15,847,337	\$12,115,549	-23.55%
33	ESSENTIAL OILS ETC; PERFUMERY, COSMETIC ETC PREPS	\$14,105,694	\$11,954,480	-15.25%
18	COCOA AND COCOA PREPARATIONS	\$12,284,670	\$10,675,388	-13.10%
7	EDIBLE VEGETABLES & CERTAIN ROOTS & TUBERS	\$7,282,677	\$9,388,838	28.92%
58	SPEC WOV FABRICS; TUFTED FAB; LACE; TAPESTRIES ETC	\$9,279,809	\$8,439,508	-9.06%
93	ARMS AND AMMUNITION, PARTS AND ACCESSORIES THEREOF	\$19,830,073	\$8,338,924	-57.95%
2	MEAT AND EDIBLE MEAT OFFAL	\$3,938,011	\$7,946,838	101.80%
46	MFR OF STRAW, ESPARTO ETC.; BASKETWARE & WICKERWRK	\$7,020,749	\$7,795,409	11.03%
67	PREP FEATHERS, DOWN ETC; ARTIF FLOWERS, H HAIR ART	\$7,516,388	\$6,667,447	-11.29%
9	COFFEE, TEA, MATE & SPICES	\$7,220,381	\$6,539,266	-9.43%
92	MUSICAL INSTRUMENTS; PARTS AND ACCESSORIES THEREOF	\$6,447,039	\$6,497,856	0.79%
24	TOBACCO AND MANUFACTURED TOBACCO SUBSTITUTES	\$6,936,779	\$6,228,487	-10.21%
11	MILLING PRODUCTS; MALT; STARCH, INULIN; WHT GLUTEN	\$3,097,200	\$6,114,903	97.43%
4	DAIRY PRODS; BIRDS EGGS; HONEY; ED ANIMAL PR NESOI	\$5,911,417	\$5,917,763	0.11%
19	PREP CEREAL, FLOUR, STARCH OR MILK; BAKERS WARES	\$5,276,638	\$3,926,921	-25.58%
45	CORK AND ARTICLES OF CORK	\$3,770,685	\$3,730,038	-1.08%
50	SILK, INCLUDING YARNS AND WOVEN FABRIC THEREOF	\$4,117,984	\$3,609,555	-12.35%
89	SHIPS, BOATS AND FLOATING STRUCTURES	\$2,915,805	\$3,301,452	13.23%
5	PRODUCTS OF ANIMAL ORIGIN, NESOI	\$2,896,979	\$3,299,267	13.89%
53	VEG TEXT FIB NESOI; VEG FIB & PAPER YNS & WOV FAB	\$7,191,907	\$3,298,779	-54.13%
80	TIN AND ARTICLES THEREOF	\$9,455,854	\$3,247,190	-65.66%
12	OIL SEEDS ETC.; MISC GRAIN, SEED, FRUIT, PLANT ETC	\$1,918,672	\$3,084,488	60.76%
6	LIVE TREES, PLANTS, BULBS ETC.; CUT FLOWERS ETC.	\$2,161,098	\$2,952,311	36.61%
21	MISCELLANEOUS EDIBLE PREPARATIONS	\$4,450,108	\$2,833,665	-36.32%
17	SUGARS AND SUGAR CONFECTIONARY	\$8,127,037	\$2,385,756	-70.64%
47	PULP OF WOOD ETC; WASTE ETC OF PAPER & PAPERBOARD	\$1,099,675	\$2,130,208	93.71%
66	UMBRELLAS, WALKING-STICKS, RIDING-CROPS ETC, PARTS	\$2,207,319	\$2,027,969	-8.13%
60	KNITTED OR CROCHETED FABRICS	\$1,222,954	\$1,649,860	34.91%
10	CEREALS	\$634,016	\$1,015,854	60.23%

### Massachusetts Exports 1996

Prepared by MASSPORT International Marketing



HS	Commodity	Imports 1995	Imports 1996	%Change
43	FURSKINS AND ARTIFICIAL FUR; MANUFACTURES THEREOF	\$432,969	\$815,201	88.28%
23	FOOD INDUSTRY RESIDUES & WASTE; PREP ANIMAL FEED	\$736,913	\$765,117	3.83%
26	ORES, SLAG AND ASH	\$642,042	\$533,127	-16.96%
36	EXPLOSIVES; PYROTECHNICS; MATCHES; PYRO ALLOYS ETC	\$731,381	\$473,715	-35.23%
1	LIVE ANIMALS	\$399,073	\$363,357	-8.95%
78	LEAD AND ARTICLES THEREOF	\$134,309	\$245,490	82.78%
86	RAILWAY OR TRAMWAY STOCK ETC; TRAFFIC SIGNAL EQUIP	\$701,169	\$150,667	-78.51%
14	VEGETABLE PLAITING MATERIALS & PRODUCTS NESOI	\$136,204	\$140,163	2.91%
31	FERTILIZERS	\$246,389	\$105,645	-57.12%



Imports Into the Boston, MA Customs District (1995-96):  
Countries of Origin

CTY	Country	Imports 1995	Imports 1996	% Change
	TOTAL	\$13,391,933,299	\$13,756,613,844	2.72%
4280	GERMANY	\$1,486,594,516	\$1,637,694,616	10.16%
5700	CHINA (MAINLAND)	\$1,574,437,252	\$1,492,702,989	-5.19%
4120	UNITED KINGDOM	\$1,319,569,758	\$1,240,046,567	-6.03%
5880	JAPAN	\$788,604,705	\$750,917,547	-4.78%
4759	ITALY	\$624,740,482	\$678,308,133	8.57%
1220	CANADA	\$457,993,888	\$660,737,309	44.27%
3070	VENEZUELA	\$529,653,807	\$588,396,471	11.09%
5830	CHINA (TAIWAN)	\$610,089,122	\$586,948,873	-3.79%
4419	SWITZERLAND	\$421,657,624	\$520,438,610	23.43%
4279	FRANCE	\$467,082,283	\$462,590,257	-0.96%
5590	SINGAPORE	\$553,575,663	\$393,420,849	-28.93%
2010	MEXICO	\$199,955,483	\$329,189,812	64.63%
4210	NETHERLANDS	\$375,334,114	\$297,478,712	-20.74%
4190	IRELAND	\$249,717,902	\$285,518,857	14.34%
5081	ISRAEL	\$240,933,527	\$277,864,723	15.33%
5490	THAILAND	\$319,332,254	\$257,950,998	-19.22%
5820	HONG KONG	\$272,860,387	\$238,091,747	-12.74%
4010	SWEDEN	\$216,906,916	\$222,066,731	2.38%
4231	BELGIUM	\$176,032,440	\$184,405,543	4.76%
5600	INDONESIA	\$195,391,188	\$171,757,490	-12.10%
4700	SPAIN	\$144,991,808	\$170,146,934	17.35%
5650	PHILIPPINES	\$151,422,341	\$162,094,748	7.05%
5800	KOREA, REPUBLIC OF	\$197,619,659	\$159,504,007	-19.29%
4000	ICELAND	\$156,930,911	\$152,805,275	-2.63%
5570	MALAYSIA	\$121,743,160	\$144,590,057	18.77%
3510	BRAZIL	\$183,851,213	\$138,325,000	-24.76%



CTY	Country	Imports 1995	Imports 1996	% Change
3010	COLOMBIA	\$104,251,599	\$129,381,532	24.11%
4330	AUSTRIA	\$120,403,603	\$128,034,753	6.34%
4710	PORTUGAL	\$99,191,313	\$117,473,044	18.43%
4039	NORWAY	\$107,732,950	\$109,734,213	1.86%
4099	DENMARK	\$72,946,867	\$81,147,553	11.24%
5330	INDIA	\$84,064,007	\$81,097,175	-3.53%
4050	FINLAND	\$60,083,003	\$73,395,361	22.16%
7210	ALGERIA	\$22,271,793	\$68,212,423	206.27%
2771	NETHERLANDS ANTILLES	\$3,581,712	\$56,928,794	1489.43%
4621	RUSSIA	\$69,337,676	\$52,503,722	-24.28%
2779	ARUBA	\$3,626,993	\$50,395,237	1289.45%
6021	AUSTRALIA	\$46,380,948	\$48,641,091	4.87%
5660	MACAO	\$40,913,638	\$42,939,753	4.95%
2470	DOMINICAN REPUBLIC	\$48,888,712	\$41,523,543	-15.07%
6141	NEW ZEALAND	\$35,368,162	\$40,198,770	13.66%
4370	HUNGARY	\$29,084,398	\$28,420,023	-2.28%
4490	LATVIA	\$6,752,759	\$27,196,014	302.74%
5350	PAKISTAN	\$26,662,037	\$26,545,850	-0.44%
7910	REPUBLIC OF SOUTH AFRICA	\$43,250,318	\$24,002,826	-44.50%
3570	ARGENTINA	\$22,913,908	\$23,455,548	2.36%
3370	CHILE	\$14,627,486	\$22,514,064	53.92%
4351	CZECH REPUBLIC	\$16,862,635	\$21,124,952	25.28%
3330	PERU	\$12,630,960	\$16,807,551	33.07%
5420	SRI LANKA	\$21,900,982	\$16,642,560	-24.01%
5380	BANGLADESH	\$13,186,233	\$12,192,817	-7.53%
4890	TURKEY	\$12,059,960	\$11,848,429	-1.75%
4550	POLAND	\$12,695,930	\$11,772,450	-7.27%
5200	UNITED ARAB EMIRATES	\$8,462,303	\$11,331,614	33.91%
4850	ROMANIA	\$10,728,115	\$10,127,866	-5.60%
4792	SLOVENIA	\$20,619,331	\$8,973,959	-56.48%
4791	CROATIA	\$12,687,915	\$8,839,893	-30.33%



CTY	Country	Imports 1995	Imports 1996	% Change
3310	ECUADOR	\$2,407,901	\$7,810,925	224.39%
4840	GREECE	\$7,258,587	\$6,690,125	-7.83%
2740	TRINIDAD AND TOBAGO	\$9,885,367	\$6,293,614	-36.33%
7480	IVORY COAST	\$1,968	\$5,738,349	291482.77%
4091	FAROE ISLAND	\$6,092,478	\$5,517,538	-9.44%
2450	HAITI	\$4,181,445	\$5,486,228	31.20%
2360	BAHAMAS	\$20,213	\$5,447,662	26851.28%
2250	PANAMA	\$146,321	\$5,394,039	3586.44%
4623	UKRAINE	\$3,023,918	\$5,368,224	77.53%
2230	COSTA RICA	\$10,921,614	\$5,129,756	-53.03%
4239	LUXEMBOURG	\$5,159,355	\$5,042,060	-2.27%
7290	EGYPT	\$3,769,031	\$4,881,421	29.51%
2720	BARBADOS	\$5,463,035	\$4,456,034	-18.43%
4359	SLOVAK REPUBLIC	\$10,176,513	\$4,193,991	-58.79%
2110	EL SALVADOR	\$3,518,306	\$4,072,140	15.74%
5230	OMAN	\$2,541,997	\$4,001,864	57.43%
7850	MAURITIUS	\$4,128,686	\$3,692,689	-10.56%
7140	MOROCCO	\$3,841,545	\$3,650,008	-4.99%
2410	JAMAICA	\$4,024,864	\$3,645,025	-9.44%
1010	GREENLAND	\$6,060,225	\$3,486,716	-42.47%
3550	URUGUAY	\$7,300,658	\$3,404,873	-53.36%
2485	MONTSERRAT	\$678,463	\$3,162,819	366.17%
4634	KAZAKHSTAN	\$126,296	\$2,964,365	2247.16%
5740	MONGOLIA	\$1,732,299	\$2,811,732	62.31%
7990	LESOTHO	\$819,629	\$2,451,777	199.13%
7950	SWAZILAND	\$1,842,327	\$2,230,135	21.05%
7630	CONGO	\$2,853,551	\$2,111,860	-25.99%
5250	BAHRAIN	\$999,986	\$1,715,302	71.53%
2487	ST. LUCIA	\$2,214,714	\$1,697,313	-23.36%
2150	HONDURAS	\$1,157,693	\$1,629,447	40.75%
5520	VIETNAM	\$2,884,362	\$1,610,242	-44.17%



CTY	Country	Imports 1995	Imports 1996	% Change
4470	ESTONIA	\$946,068	\$1,557,781	64.66%
5180	QATAR	\$253,780	\$1,170,146	361.09%
3350	BOLIVIA	\$1,173,800	\$1,127,740	-3.92%
4411	LIECHTENSTEIN	\$558,171	\$1,127,672	102.03%
5610	BRUNEI	\$1,729,531	\$1,066,748	-38.32%
4644	UZBEKISTAN	\$1,499,244	\$1,041,536	-30.53%
7450	MALI	\$23,561	\$866,164	3576.26%
7830	TANZANIA	\$956,111	\$808,218	-15.47%
2050	GUATEMALA	\$757,739	\$771,700	1.84%
4870	BULGARIA	\$973,441	\$768,703	-21.03%
6863	Fiji	\$280,384	\$732,925	161.40%
5460	BURMA	\$1,388,895	\$680,767	-50.98%
4730	MALTA AND GOZO	\$1,546,544	\$675,575	-56.32%
5170	SAUDI ARABIA	\$5,998,126	\$669,551	-88.84%
7920	NAMIBIA	\$2,500	\$629,109	25064.36%
2320	BERMUDA	\$772,226	\$563,137	-27.08%
4632	AZERBAIJAN	\$654	\$538,855	82293.73%
7960	ZIMBABWE	\$145,333	\$524,368	260.80%
7790	KENYA	\$629,748	\$494,149	-21.53%
1610	ST. PIERRE AND MIQUELON	\$3,417,344	\$442,591	-87.05%
4510	LITHUANIA	\$450,517	\$441,480	-2.01%
2489	GRENADA	\$236,960	\$418,758	76.72%
7420	CAMEROON	\$255,917	\$417,400	63.10%
5360	NEPAL	\$284,723	\$402,334	41.31%
4641	MOLDOVA	\$74,870	\$395,435	428.16%
4799	YUGOSLAVIA(NEW)	\$0	\$386,078	
5040	LEBANON	\$121,069	\$370,086	205.68%
2483	ST.CHRISTOPHER-NEVIS	\$2,650	\$329,914	12349.58%
5130	KUWAIT	\$87,838	\$321,577	266.10%
5310	AFGANISTAN	\$163,813	\$305,129	86.27%
7530	NIGERIA	\$3,134,528	\$299,750	-90.44%



CTY	Country	Imports 1995	Imports 1996	% Change
4622	BYELARUS	\$297,108	\$276,709	-6.87%
2190	NICARAGUA	\$405	\$271,723	66992.10%
2080	BELIZE	\$24,292	\$268,971	1007.24%
4272	MONACO	\$24,058	\$265,264	1002.60%
7749	ETHIOPIA (NEW)	\$632	\$213,078	33614.87%
7320	SUDAN	\$425,977	\$184,175	-56.76%
7440	SENEGAL	\$757,692	\$180,079	-76.23%
4633	GEORGIA	\$38,000	\$173,000	355.26%
5530	LAOS	\$0	\$119,269	
7643	CAPE VERDE	\$6,192	\$111,097	1694.20%
5110	JORDAN	\$140,936	\$107,788	-23.52%
7880	MADAGASCAR	\$212,614	\$77,584	-63.51%
3150	SURINAME	\$0	\$76,779	
4794	Macedonia	\$32,384	\$71,580	121.04%
7690	RWANDA	\$0	\$59,810	
6810	MARSHALL ISLANDS	\$0	\$53,810	
3530	PARAGUAY	\$5,001	\$51,722	934.23%
4910	CYPRUS	\$167,770	\$50,929	-69.64%
7620	ANGOLA	\$0	\$50,500	
2831	GUADELOUPE	\$0	\$38,124	
7490	GHANA	\$9,582	\$38,067	297.28%
2484	ANTIGUA	\$20,706	\$30,000	44.89%
7650	LIBERIA	\$0	\$26,312	
2481	ANGUILLA	\$0	\$26,090	
2488	ST. VINCENT	\$0	\$25,415	
5020	SYRIAN ARAB REPUBLIC	\$16,603	\$25,250	52.08%
7230	TUNISIA	\$3,482,229	\$24,205	-99.30%
5550	CAMBODIA	\$1,650	\$22,434	1259.64%
7930	BOTSWANA	\$0	\$19,366	
7810	BRITISH INDIAN OCEAN TERR.	\$0	\$19,024	
7550	GABON	\$0	\$19,000	



CTY	Country	Imports 1995	Imports 1996	% Change
3120	GUYANA	\$0	\$16,389	
2486	DOMINICA	\$1,419,713	\$11,415	-99.20%
7580	ST. HELENA	\$0	\$10,958	
6143	TOKELAU ISLANDS	\$28,492	\$9,695	-65.97%
7470	SIERRA LEONE	\$2,817	\$9,162	225.24%
7460	GUINEA	\$4,792	\$6,179	28.94%
7644	SAO TOME AND PRINCIPE	\$12,600	\$6,161	-51.10%
2440	CAYMAN ISLANDS	\$131,257	\$5,000	-96.19%
6142	COOK ISLANDS	\$22,815	\$4,720	-79.31%
6412	NEW CALEDONIA	\$0	\$4,664	
7370	WESTERN SAHARA	\$0	\$3,288	
6040	PAPUA NEW GUINEA	\$2,616	\$3,176	21.41%
7940	ZAMBIA	\$99,588	\$2,955	-97.03%
4643	TURKMENISTAN	\$1,000	\$2,648	164.80%
7741	ERITREA	\$99,213	\$2,300	-97.68%
4751	SAN MARINO	\$0	\$2,200	
7610	BENIN	\$0	\$1,800	
5682	BHUTAN	\$0	\$1,448	
6414	FRENCH POLYNESIA	\$0	\$1,350	
7510	NIGER	\$13,379	\$1,298	-90.30%
4635	KYRGYZSTAN	\$1,248	\$0	-100.00%
7380	EQUATORIAL GUINEA	\$1,400	\$0	-100.00%
4631	ARMENIA	\$46,046	\$0	-100.00%
7800	SEYCHELLES	\$24,595	\$0	-100.00%
7660	ZAIRE	\$32,827	\$0	-100.00%
2482	BRITISH VIRGIN ISLANDS	\$20,000	\$0	-100.00%
2839	MARTINIQUE	\$2,075	\$0	-100.00%
6864	TONGA	\$1,642	\$0	-100.00%
5210	YEMEN ARAB REPUBLIC	\$7,736	\$0	-100.00%
7870	MOZAMBIQUE	\$3,536	\$0	-100.00%

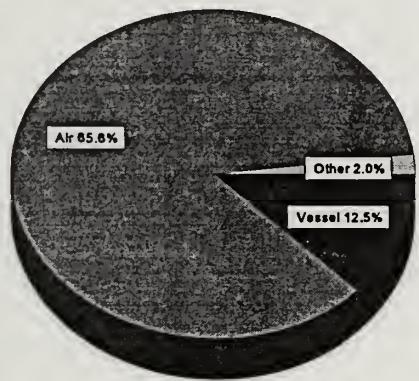


## Exports From the Boston, MA Customs District (1992-96): Totals

<i>Year</i>	<i>Total Value (\$)</i>	<i>Air Value (\$)</i>	<i>Air Weight (kg)</i>	<i>Vessel Value (\$)</i>	<i>Vessel Weight (kg)</i>
1992	4,227,384,846	3,517,410,990	48,553,547	630,301,500	850,798,582
1993	4,216,862,248	3,363,726,717	43,626,781	735,962,656	989,298,097
1994	4,579,110,535	3,611,589,701	48,072,476	882,181,052	730,568,535
1995	4,579,296,844	3,755,387,435	41,629,319	750,945,758	851,027,217
1996	4,970,378,109	4,253,188,183	46,791,203	618,616,396	740,035,200

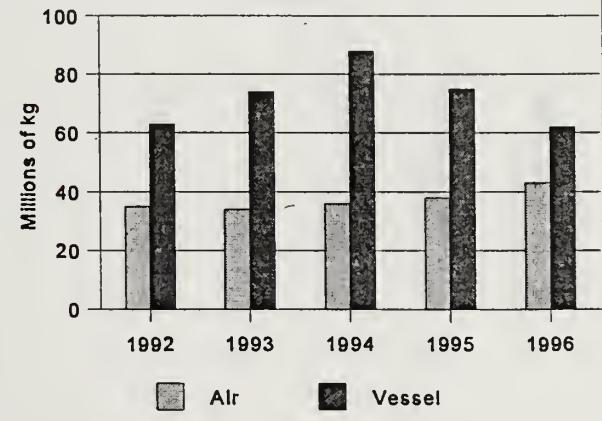
**Composition of Exports, 1996**

By Value



**Exports 1992-96**

By Weight





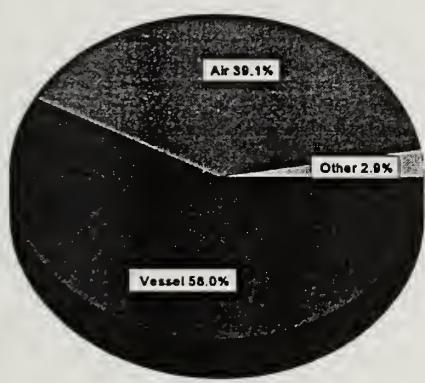
## Imports Into the Boston, MA Customs District (1992-96): Totals

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<i>Year</i>	<i>Total Value (\$)</i>	<i>Air Value (\$)</i>	<i>Air Weight (kg)</i>	<i>Vessel Value (\$)</i>	<i>Vessel Weight (kg)</i>
<i>1992</i>	<i>12,078,497,570</i>	<i>4,097,078,671</i>	<i>52,985,271</i>	<i>7,785,723,545</i>	<i>12,935,448,470</i>
<i>1993</i>	<i>11,882,087,183</i>	<i>4,145,191,500</i>	<i>59,671,475</i>	<i>7,555,549,573</i>	<i>13,102,917,480</i>
<i>1994</i>	<i>12,763,485,358</i>	<i>4,461,262,338</i>	<i>68,697,779</i>	<i>8,062,868,089</i>	<i>13,945,083,975</i>
<i>1995</i>	<i>13,391,933,299</i>	<i>5,329,549,424</i>	<i>72,691,072</i>	<i>7,773,850,546</i>	<i>10,656,724,357</i>
<i>1996</i>	<i>13,756,613,844</i>	<i>5,375,783,815</i>	<i>77,516,344</i>	<i>7,983,438,851</i>	<i>13,867,863,117</i>

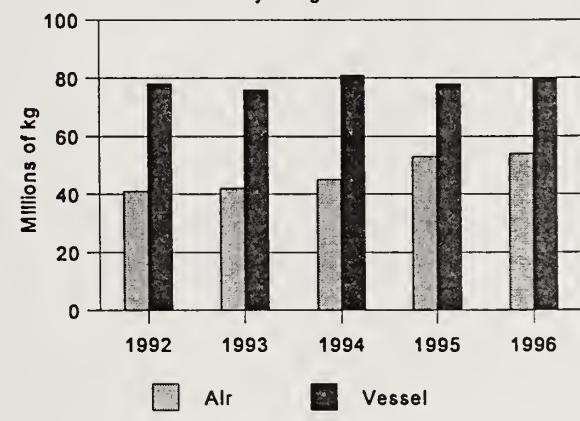
**Composition of Imports, 1996**

By Value



**Imports 1992-96**

By Weight





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## *Appendices*

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## (S)tandard (I)ndustrial (C)lassification Descriptions

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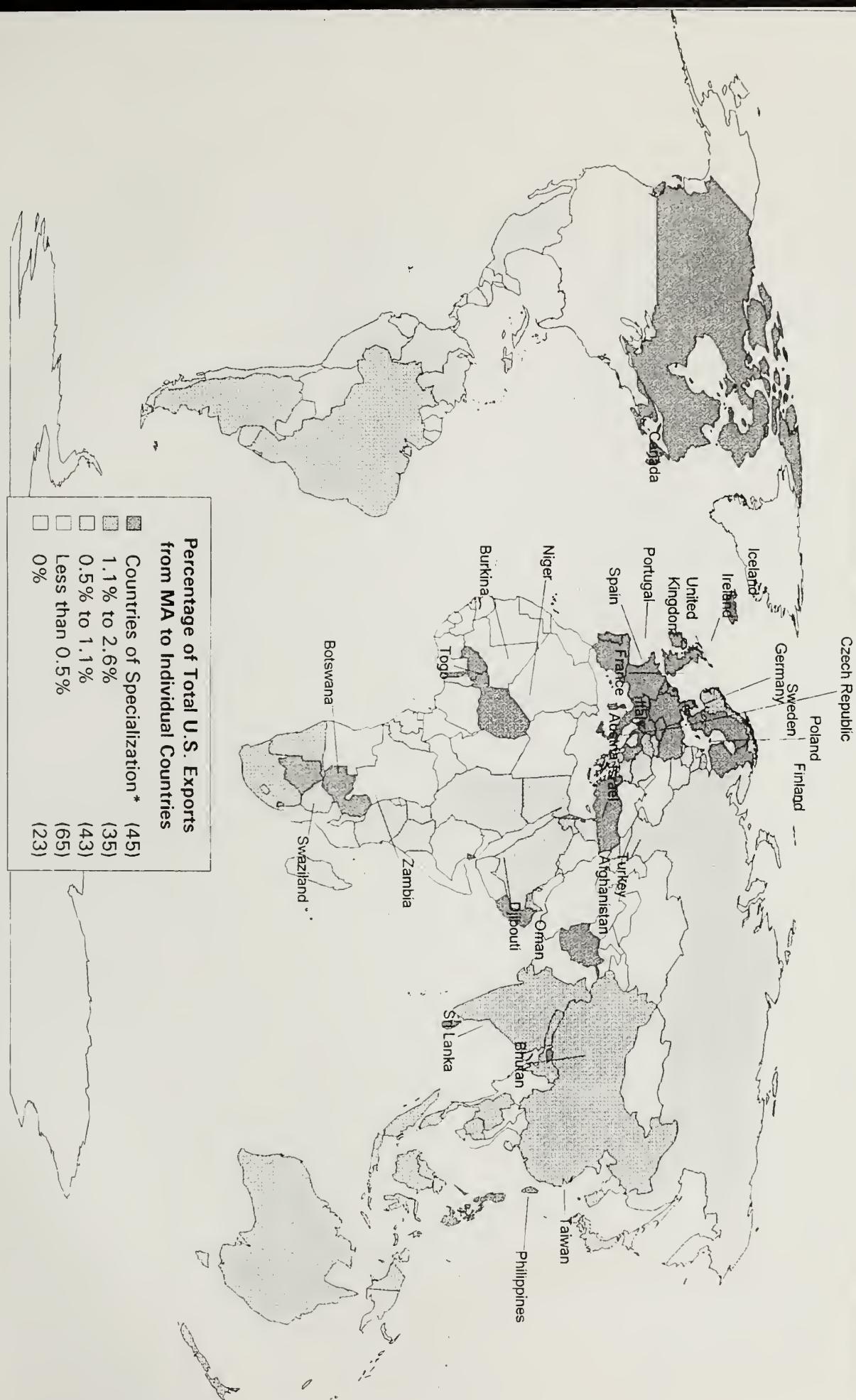
<i>SIC</i>	<i>Description</i>
01	Agricultural Production - Crops
02	Agricultural Production - Livestock
08	Forestry
09	Fishing, Hunting, and Trapping
10	Metal Mining
11	Anthracite Mining
12	Bituminous Coal & Lignite Mining
13	Oil and Gas Extraction
14	Nonmetallic Minerals, Except Fuels
20	Food and Kindred Products
21	Tobacco Manufactures
22	Textile Mill Products
23	Apparel and Other Textile Mill Products
24	Lumber and Wood Products
25	Furniture and Fixtures
26	Paper and Allied Products
27	Printing and Publishing
28	Chemicals and Allied Products
29	Petroleum and Coal Products
30	Rubber and Misc. Plastics Products
31	Leather and Leather Products
32	Stone, Clay, and Glass Products
33	Primary Metal Industries



<i>SIC</i>	<i>Description</i>
34	Fabricated Metal Products
35	Industrial Machinery, Computer Equipment
36	Electronic, Electric Equipment, Exc. Computer
37	Transporation Equipment
38	Instruments and Related Products
39	Misc. Manufacturing Industries
91	Scrap and Waste
92	Used or Second-Hand Merchandise
98	Canadian, Non-Canadian Good Returned to Canada
99	Special Classification Provisions, NSPF



# 1996 Massachusetts Exports



Source: MASSPORT International Marketing  
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